

Young orders radical boost for business

Wealth creation priority for Industry department

By Nicholas Wood, Political Correspondent

A dramatic shift in the Government's trade and industry policy away from supporting ailing companies to backing individual enterprise is being launched by Lord Young of Grafton, the Secretary of State for Trade and Industry.

He spent all yesterday closeted with his senior Civil Servants, privately briefing them on the five-year blueprint he has drawn up for a radical overhaul of their troubled department.

Today, copies of a 250-word statement penned by Lord Young will land on the desks of 12,500 Department of

Trade and Industry officials across the country.

It is linked to a fundamental review of all the DTI's activities now being conducted at the Secretary of State's request by a small team of top officials, who are expected to report back in the spring.

When completed, Lord Young's exercise will mark a complete break with the traditional casual clearing-station role of the DTI, adopted by past Labour governments and with growing reluctance by the Conservatives since 1979.

The long-term aim is to make the department the Whitehall motor of economic growth and change, and gradually to shed its reputation as a provider of blanket grants to depressed regions and smoke-stack industries.

The shake-up, heralded on one side of A-4 paper, has the backing of Mrs Thatcher, who told the Conservative Party conference on Friday that it was her passionate belief that free enterprise and competition were the engines of prosperity and the guardians of liberty.

As the fifth Secretary of State since 1983, Lord Young is also determined to raise the morale of his department.

trial disasters. He's trying to give it a sense of purpose again.

"It's not the department's fault, but it has had a pretty bruising time over the past few years."

Lord Young's memorandum reminds his staff that wealth creation must be their prime objective. To this end, there should be less emphasis on supporting big business and more on people and enterprise.

He emphasizes the importance of cutting red tape and building a competitive, open economy trading freely with its European and international rivals.

His other main points include:

- Creating more competitive markets by stimulating competition and cutting out restrictive practices, cartels and monopolies.

- Securing efficient markets by improving firms' understanding of how they operate.

- Increasing the size of markets through more privatization and deregulation.

- Building public confidence in markets through the DTI's role as the protector of the consumer.

This year the DTI is spending £368 million on regional aid and general industrial support and £390 million on support for industry, including research and development. Cash subsidies to aerospace, ship-building and steel mop up another £182 million of the total budget of £1,146 million.

Other items in the DTI's budget include £12 million for research establishments, £44 million for support for international trade, £24 million for regulation of domestic trade and industry and £126 million for central services and miscellaneous items.

Until the review is completed, no decisions will be taken about the future of aid programmes. However, it is

Thatcher assured of choice

By Philip Webster, Chief Political Correspondent

Opposition from within the Cabinet to Lord Young of Grafton becoming next chairman of the Conservative Party is crumbling.

Supporters of the Secretary of State for Trade and Industry have pinpointed only a handful of ministers who are actively lobbying against him getting the post.

Yesterday it was calculated by insiders that Mrs Thatcher will have the support of a majority of the Cabinet if she follows her original inclination to give Lord Young the job on top of his existing responsibilities.

Lord Carrington, secretary-general of NATO, became the latest name yesterday to be floated by those seeking an alternative.

But Mr Norman Fowler, Secretary of State for Employment, angered by reports suggesting that he opposed Lord Young, has let it be known that he thought it would be a good choice.

It emerged that Mr Kenneth Baker, the Secretary of State for Education and Science and

An official report on better co-ordination of the Government's inner city policies is understood to have been completed and is being circulated among ministers.

The report suggests ways in which co-operation between rival departments can be improved.

Urban regeneration, page 2
Spectrum, page 9

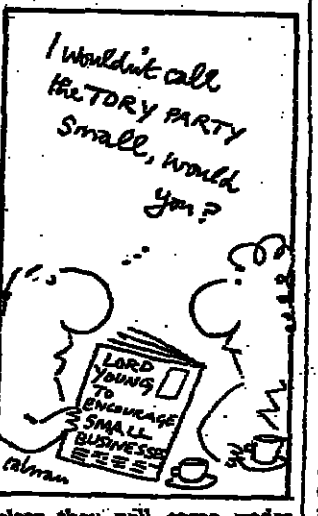
which has been badly battered by a succession of crises, of which the Westland affair, culminating in the resignation of Mr Leon Brittan, was merely the most painful.

His other predecessors - Mr Paul Channon, Mr Cecil Parkinson and Mr Norman Tebbit - also became embroiled in seemingly intractable disputes involving job losses and cash shortages among DTI-sponsored companies.

Mr Channon succeeded Mr Brittan in 1986 only to become caught in the crossfire of the Cabinet battle over whether British Leyland should be sold to the Americans. Mrs Thatcher was eventually forced to back down in the face of opposition led by Mr Norman Tebbit, Mr Norman Fowler and Mr John Biffen and underscored by Tory backbenchers.

The magnitude of the task at hand is the main reason why Lord Young is not prepared to forsake his departmental brief for chairmanship of the Conservative Party.

A senior source said yesterday: "Lord Young is convinced his department has become not so much trade and industry, but trade and indus-



clear they will come under threat as Lord Young proceeds with his mission to make the Thatcherite disciplines of free enterprise and competition the watchwords of the new regime at Victoria Street.

Prices pressure eases

By David Smith, Economics Correspondent

The Bank of England stepped in to hold down inflation yesterday after official figures showed inflationary pressures easing. But there were warning signs in bank lending figures.

The cost of raw materials and fuels rose by only 0.1 per cent between August and September, while the rise in

manufacturing industry's output prices stood at its lowest since the present series of statistics started in 1974.

Sterling lending by the banks rose by a record £9.8 billion in the three months to the end of August.

Details, page 25

Small is beautiful in Graham Greene's book

By Philip Howard, Literary Editor

Graham Greene, Alistair Cooke, Maurice Sendak, and other valuable and distinguished authors are striking a blow for the old-fashioned small publisher against the big new conglomerates.

They are following their old publisher in a move that shows that small can still be beautiful. Max Reinhardt, one of the grand, foxey old generals of British publishing, is going to resign from the big battalions and soldier on on his own.

His departure follows a summer of takeover and defection, and frenzied rumours of takeover and defection. It started with a letter to *The Times* in March from Graham Greene, complaining about the treatment of authors by the big new conglomerates.

Mr Reinhardt is now resigning as chairman of The Bodley Head, and as director of the consortium of Chatto & Windus, Virago, The Bodley Head, and Jonathan Cape. He resigned as co-chairman of the consortium, CVBC, earlier this year. This is the centenary year of The Bodley Head, which he has been running for 30 years. He says, discreetly, that it is a sad occasion for him.

Mr Reinhardt, again protesting a shade too much, says that his departure has nothing to do with the takeover of CVBC by Random House, the big American publishing house. He has had "pleasurable relations" with Random House in the past on behalf of both The Bodley Head and the Nonesuch Press, which played a part in the history of Random House. He welcomes the Random House associ-

ation as the means of giving "proper central management to the whole CVBC group, which it has lacked".

However, Max Reinhardt is not retiring from the field - which is bad news for the opposition. He owns his own publishing house, Reinhardt Books. He has now acquired from the Meynell family all rights in the Nonesuch Press, in which he has had a stake since 1952, when its founder, Sir Francis Meynell, asked him to join in reviving it.

Reinhardt Books is not going to publish a big list, but it will be a classy one. Books planned for next year include Graham Greene's new novel, and books by Alistair Cooke, and Maurice Sendak. Plans for the Nonesuch Press, which publishes special,

beautifully designed editions will be announced shortly. Distribution of the new and enviable Reinhardt books will be done by a publishing house with whom he and his authors have had close relations in the past, possibly Viking/Penguin.

The news is a notable victory for the publisher as a civilized literary friend and mentor as opposed to publisher as Big Bang, wheez-kid accountant. Max Reinhardt and The Bodley Head have always made a big thing, as a small, exclusive publishing house can afford to, of the need for tender, loving care of those highly strung and sensitive creatures, their authors. It was the loss of this personal touch in the new world of publishing as an anonymous assembly-line that Graham Greene was complaining about in the spring.



A touch of tradition in London Fashion Week: Ball-gowns exclusively photographed for *The Times* by Snowden. (Fashion, page 21)

Tamil death toll rises as commandos swoop

From Michael Hamlyn, Colombo

Indian commandos in helicopters landed behind Tamil guerrilla lines in the northern Sri Lankan Jaffna peninsula yesterday as the death toll among the Liberation Tigers of Tamil Eelam rose to more than 200 in three days of fighting.

Unofficial reports said that as many as 250 Tigers had been killed and that 300 had been captured.

An official of the Indian High Commission confirmed last night that 18 Indian soldiers had been killed and 79 injured. The total includes four paramilitary policemen of the Central Reserve Police Force.

The Indians are now finding what the Sri Lankan Army always feared - that the capture of the densely-populated and heavily built-up Jaffna town from determined guerrilla fighters is expensive both in terms of lives and property.

But as the experience of June 1984 showed, when the

Indian Army captured the Golden Temple of Amritsar from deeply-entrenched Sikh rebels, their own determination is not lessened by such considerations, once the order is given.

As the High Commission spokesman said last night: "We will overcome all those elements that are obstructing the peace accord, using all the force at our command."

The Tigers, in a statement issued in Madras in southern

they are doing everything they can to prevent them.

"We have made arrangements for people to go to Nallur temple or to the Hindu colleges for shelter."

"The LTTE are hardly in a position to accuse anyone of genocide. This is a situation of their making."

In addition to the bitter fighting in Jaffna town around the walls of the old Dutch fort, there are battles going on in Urumpirai four miles away, where the commandos landed, and at Chunnakam, six miles north of the town.

In the Eastern province, Indian troops contacted a Tiger position in Morakottachena, and a fierce engagement was continuing last night.

Just before midnight yesterday, six Indian troops were injured, two seriously, in an ambush at Kiran, near Batticaloa. In the ensuing exchange of fire one Tiger was killed and another wounded and captured.

The Indian officials do not deny that there have been civilian casualties, but say that

Top scientist in threat to quit space project

By Pearce Wright, Science Editor

Britain's top space scientist would fly through the atmosphere with an engine like a conventional aircraft type and then convert to rocket propulsion to go into orbit.

Mr Alan Bond, the creator of Hotol, said: "If there is no more government funding, and if industry is unable to continue to support the project, I will take my expertise elsewhere."

Mr Bond's comments followed a statement at the weekend by Mr Kenneth Clarke, Minister for Trade, confirming that the Government would continue its spending freeze on space research and technology.

That decision has already led to the resignation of Mr Roy Gibson as director-general of the British National Space Centre. He had recommended an increase from £13 million to nearer £300 million for participation in the European space programme.

The Government's refusal coincides with news of a successful test firing by Rolls Royce of the special engine that makes Hotol possible.

Mr Bond said he had been approached with tentative offers to work abroad but he was not actively seeking a move. He would prefer to work on the Continent to help develop the European space programme but he would, if necessary, consider the United States.

Mr Bond could take his expertise abroad, but not his inventions. In theory, he owns the patents for the Hotol engine, but he could not share the technology with a foreign partner.

When the patents were filed, Ministry of Defence experts referred them to Whitehall for a top security classification.

Hotol is unusual because it would fly through the atmosphere with an engine like a conventional aircraft type and then convert to rocket propulsion to go into orbit.

The details of the successful test firing remain secret. But a full description of the completion of research on the wind tunnel and materials tests for the Concorde-like space plane are being given this week to experts attending the Congress of the International Astronautical Federation, in Brighton.

American and Japanese aerospace firms have already approached both Mr Bond, as the patent holder, and Rolls Royce and British Aerospace

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for some form of partnership. But neither he nor the firms can accept because of the project's MoD classification.

Hotol is one of the projects contained in the future space plan on which the Government refuses to spend money. Mr Bond said the idea behind Hotol was to cut the price of launching satellites by 20 per cent, and the studies that Rolls Royce and British Aerospace had completed demonstrate that it was technically feasible.

In addition to the Americans and the Japanese, there are now teams at work on space planes in France and Germany.

Mr Bond said: "If we miss this opportunity, we will fade out of space technology totally. As happened in the field of military aircraft, we will end up buying space hardware from the United States."

"There are areas of space technology that have reached the stage where they should be self-financing. Telecommuni-

Continued on page 24, col 2

OFT chief denies helping Guinness

By Lawrence Lever

A former high-ranking official at the Office of Fair Trading yesterday denied having shown bias in favour of Guinness during its takeover battle for the Distillers drinks group.

Mr Dennis Ford, head of the mergers secretariat at the Office of Fair Trading at the time of the Guinness bid, yesterday described as "ridiculous" suggestions that he had encouraged Guinness to bid for Distillers.

He claimed he had attended a midnight meeting at Guinness's request because Guinness appeared to have lost the takeover battle.

While admitting that he had

perhaps been "overhelpful" in agreeing to attend the meeting at short notice, late at night, Mr Ford claims that matters for discussion at the meeting were "wholly connected with my normal duties".

Mr Ford has subsequently taken early retirement from

Detailed report.....25

the OFT and is now a management consultant. His remarks follow an item on the BBC's *Money Programme*, in which Sir Gordon Borrie, Director-General of Fair Trading, described Mr Ford's decision to attend the midnight meeting as "extraordinary".



THE GOOD



THE BAD



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Portfolio

● The £4,000 prize in yesterday's Times Portfolio Gold competition was won by Mr David Bevan, of Chesham, Gwent. Details, page 3.

● Portfolio list, page 31.

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NEWS SUMMARY

Police inquiry on 'racist' leaflet

Mr Charles Kelly, chief constable of Staffordshire, yesterday ordered a formal investigation into a police anti-burglary leaflet which asked residents to give information about "blacks and coloureds". The leaflet has given rise to accusations of overt racism within the force.

The leaflet was distributed to neighbourhood watch groups and post offices in Wombourne, near Wolverhampton, Staffordshire, after a spate of burglaries in the area.

It was printed on police notepaper, and read: "I would like sightings of blacks and coloureds and their vehicle numbers. No prejudice. Intelligence gained that they are coming out of the city and committing crime (namely, house burglary)."

Mrs Jean Cartwright, secretary of the local Perton and Pittingham Labour party, said that after protests about the leaflet she had been visited by a senior police officer who apologized and said it should never have been distributed.

7 charged over riot Damages over riot for rower

Seven people were remanded on bail by Blackpool magistrates yesterday on charges arising out of a riot involving nearly 1,000 people after a weekend convention of the British Deaf Association.

Four police officers were injured and the door of a police personnel carrier was damaged on September 13 in Foxhall Square, near the Central Pier, Blackpool.

Man's third inquest

A coroner's court will today consider for the third time in five years the case of Mr John Williams, who died in 1982 aged 19, after being given drugs.

Mr Ray Williams and his wife, Pauline, of Whipperley Road, Luton, Bedfordshire, brought a private prosecution against Gary Austin who had injected their son.

The first inquest was adjourned and the second returned a verdict of unlawful killing.

The Director of Public Prosecutions then took over the parents' prosecution and Austin was found guilty of manslaughter. Today's hearing at Luton is to authorize amendments to Mr Williams's death certificate.

Death of shepherd

The man who achieved a following as the "TV shepherd" has died, aged 56, after he was admitted to hospital with cancer.

Mr Richard Seabrook was a champion shearer and kept a flock of 1,000 sheep at Ickworth Park, near Bury St Edmunds, Suffolk.

In 1981 he received the British Empire Medal for his services to sheep farming. He was featured in the BBC2 series *Seabrook's Year*, which followed the progress of his sheep flock through the seasons.

Obituary, page 12

Prince as narrator

Prince Edward is to act as narrator in a performance of Prokofiev's *Peter and the Wolf* at a concert to be given at the Barbican Centre by the London Symphony Orchestra on December 23. The concert is being held in aid of the Beethoven Society for Deaf Children.

When he abandoned his career in the Royal Marines last year, the Prince, who is 23, expressed an interest in the possibility of a theatrical career. Since then he has organized a charity performance of the *It's A Knockout* television game, and has made an appearance in the Cambridge Youth Theatre's production of *Trojan Women*, a play about a woman wrestler in which he threw an actor with a technique known as "the Windsor knot".

Receiver 'fiddled expenses'

An official receiver who investigates excessive company spending cheated on his expenses after missing his native North-east, a court was told yesterday.

Robert Douglas, who runs one of the busiest offices in the country and earns more than £20,000 a year, claimed lodging allowance while living at home, Mr Malcolm Swift, said for the prosecution at York Crown Court.

"There is an element of irony here because his work included examination of company directors and their claims for expenses", Mr Swift said.

The jury heard that when Mr Douglas, aged 54, was promoted to the post in Leeds in 1985, he chose to claim the allowance, and sell his home in Ash Tree Green, Carlton, Stockton-on-Tees, Cleveland.

But after staying in various hotels, he became lonely and returned to the home he was unable to sell.

He began making the 130-mile round trip each day, but continued to claim for four nights in a Leeds hotel, Mr Swift added.

In a statement, Mr Douglas said: "I became very lonely and after touring the area on an evening, found nothing to do. I then decided to experiment to see if it was feasible to travel daily."

Mr Douglas denies three charges of obtaining £259,73 by deception between July 1985 and July 1986. The case continues today.

Pension vote

Members of the Amalgamated Engineering Union at Austin Rover were understood yesterday to have voted against a one-day strike in a dispute over reducing contributions to the company's pension fund.

Blackspot turns away industry

An unemployment blackspot in Wales is turning away industry that could provide hundreds of jobs because of a shortage of factory space (Our Employment Affairs Correspondent writes).

Blaenau Gwent secured what was claimed to be the biggest single land reclamation scheme in Western Europe at the Rising Sun site, where 200 acres of colliery waste was transformed into industrial, housing and leisure space at a cost of £7.5 million.

Mr Tom Gravenor, chairman of the district's development committee, said: "We have been victims of our own success." Blaenau has lost 20,000 steel and coal jobs in the past decade and unemployment among young people reached more than 60 per cent.

The council attracted firms from Europe, the United States and elsewhere in Britain and generated 3,500 jobs.

Mr Gravenor said part of the blame lay in cuts to the Welsh Development Agency's factory building budget from £80 million a year at the time of the major steel industry closures to £36 million.

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Ulster proposals consider oath of allegiance Councillors to 'renounce violence'

By John Conney

Candidates in local elections in Northern Ireland may be required to swear an oath of allegiance to the Queen and make a declaration renouncing support for outlawed organizations.

The proposals are aimed primarily at Sinn Féin, the political wing of the IRA, which has held 58 of the 560 council seats in the province since 1985.

Another target is "loyalist" councillors who support paramilitary organizations such as the Ulster Volunteer Force, Protestant Action Force and Red Hand Commandos.

The reintroduction of an oath of allegiance is seen as unlikely at this stage. However, the Government has already chosen a favoured wording of the declaration on outlawed organizations; it

would require candidates to swear: "I declare, and undertake that if elected I will neither support nor assist the activities of any organization proscribed by law in Northern Ireland".

It is one of several proposals outlined in a consultative paper, which is geared towards making democracy and violence incompatible.

Other options considered in the document, entitled *Electoral Representatives and the Democratic Process in Northern Ireland*, are the reintroduction of the oath of allegiance and the proscribing of extreme political groups.

The paper recalls that the oath of allegiance — "to render true and faithful allegiance and service to Her Majesty Queen Elizabeth II, Her Heirs and Successors according to law and to Her Government of Northern Ireland" — was

repealed in 1973.

It says that such an oath could not be readily enforced and does not bear directly on attitudes towards violence. It is considered inappropriate to local government, particularly as it is not required anywhere else in the United Kingdom.

The paper says that consideration should be given to increasing the period after which a person sentenced to a term of imprisonment of three months or more can stand in local elections. Under existing law individuals are banned from local government for five years after such a jail term.

Swift action is expected on the document which comes in the wake of consultations undertaken by Richard Needham, Under Secretary of State at the Northern Ireland Office. Submissions are invited by the end of November with a

view to promoting public debate. Legislation is envisaged before the next local government elections in 1989.

The new laws will also cover election to any future Northern Ireland assembly.

Publication of the document provoked strong opposition from both constitutional nationalists in the Social Democratic Labour Party (SDLP) as well as from Sinn Féin, but it was generally welcomed by moderate Unionists. However, the Rev Ian Paisley, leader of the Democratic Unionist Party, said he regretted that the Government had not proscribed Sinn Féin.

In Dublin, the department of foreign affairs said that the Irish government would study the paper carefully, but it was felt that some of the proposals might be self-defeating in taking nationalist support

from the SDLP to Sinn Féin.

Mr Needham, presenting the document at a news conference at Stormont Castle, said that if Sinn Féin wanted to continue to stand on councils it should repudiate the use of violence. "You cannot continue to have jaw-law and war-war riding side by side in local government council chambers", he said.

Mr Tom King, Secretary of State for Northern Ireland, said it was no secret that the great concern of the Government had been "the quite blatant and clear support of the armed struggle".

But he insisted that the proposals were directed against "anybody from whom ever extreme of the community who was to stand for an elective office and to openly support any proscribed organization".

Leading article, page 11

Benn says Thatcher has ideas to succeed

By Martin Fletcher Political Reporter

Mr Tony Benn paid tribute yesterday to Mrs Margaret Thatcher and criticized the Labour leadership by acknowledging that she had won the battle of ideas.

His comments, at a press conference to promote his Socialist Conference in Chesterfield next week, will be seen as a clear warning to Mr Kim Mordaunt not to embark on a policy review that ends with Labour aping Thatcherism, but to stand up for socialist principles and to take the battle more aggressively to the Government.

The veteran left-winger said Mrs Thatcher had sent "paratroopers behind our lines" and successfully challenged central tenets of Labour faith such as the necessity of full employment and the sacrosanctity of the National Health Service.

Labour had to challenge the basic assumptions of Thatcherism with an alternative philosophy. Elections could not be won through electoral arrangements cobbled together in smoke-filled rooms.

"If you had a majority of 100 you could introduce a Bill called the Margaret Thatcher Repeal Bill. Every piece of legislation since 1979 could be repealed in one day. What you could not repeal is all the ideas she has injected into the public mind by acting and preaching."

Mr Benn said the purpose of the Chesterfield conference, sponsored by Mr Ken Livingstone, Mr Arthur Scargill, Mr Bernie Grant and others, was not sectarian. "We shall make no progress by advocating splits in the movement; or by open or coded personal attacks upon supposed traitors in our own ranks; or by searching for new 'heroes' to lead us from the top."

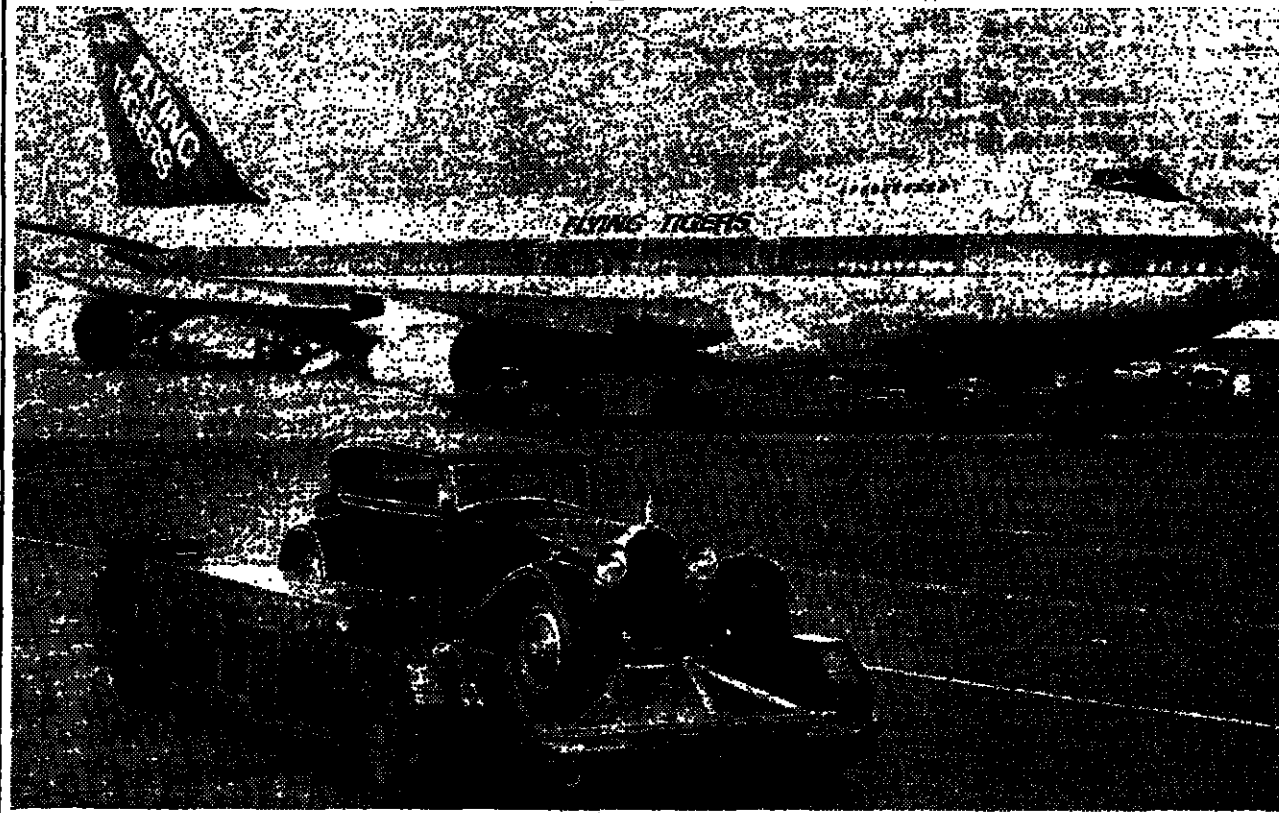
It was to debate how to re-establish socialism as a force in British politics and how to build a new consensus around a coherent strategy. The radical left offered "the only credible alternative to the unjust, repressive and authoritarian policies of the present Government, and the political, economic and social institutions which underpin and sustain it."

A scheme launched by the Prince of Wales to help regenerate an industrial valley in the Pennines is proving so successful it may be introduced elsewhere.

Last December, the Prince, as President of Business in the Community, announced an experimental partnership between the organization and the Metropolitan Borough Council of Calderdale in West Yorkshire, to create jobs, investment, tourism and improve the environment.

Yesterday, Mr David Trippier, the minister responsible for inner-city regeneration, visited Calderdale to see how an area that suffered greatly from the contraction of traditional textile production

The £5m king of cars flies in



The ultimate motoring status symbol, a 1931 Bugatti Royale, was flown into Heathrow Airport from New York yesterday to be auctioned by Christie's. It is expected to fetch more than £5 million, making it the world's most expensive car. The 19 ft long, three-ton car, complete with a silver elephant on the radiator cap, is one of only six Royales built. It was bricked up in France during the war to keep it from the Nazis, then sold in 1951 to Mr Briggs Cunningham, the Americas Cup yachtsman. Before the sale, at the Royal Albert Hall on November 19, it will go on public display for the first time at the London Motor Fair on October 22. Christie's said: "The Royale is the ultimate collector's car. They were built for kings, except very few kings had enough money to buy one." The last Royale sold fetched \$8 million. (Photograph: Peter Trievsar).

Auditor General to retire

Farewell attack on Whitehall secrecy

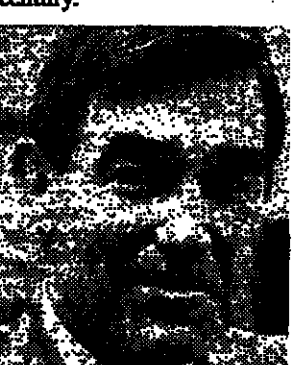
By David Walker, Public Administration Correspondent

Labour MP Sir Robert who can veto Mrs Thatcher's candidate for the post.

Mrs Thatcher equally has the right to reject any names put forward by MPs that she does not like. The Queen makes the formal appointment to the Comptroller's job, a position which traces its antecedents to the eleventh century.

Sir Gordon, 59, broke with precedent by announcing his departure rather than waiting until his successor had been appointed. He is understood to have done so in order to remind backbench MPs that, according to the National Audit Act 1983, he is their servant rather than a Civil Servant answerable to ministers.

By law there should be complete agreement between the executive represented by Mrs Thatcher and the legislature represented by the chairman of the Commons Public Accounts Committee, the



Sir Gordon Downey: breaking with precedent

danger of misusing public funds. Under his leadership the National Audit Office has moved out of the backwater and published a series of detailed scrutinies of where government money goes.

Sir Gordon said yesterday: "I do not think Parliament yet has the degree of accountability from the executive that it should expect." He said he hoped his successor would carry on making ministers and civil servants divulge more information about their doings.

Sir Gordon, a career Civil Servant from the Treasury, has overseen the establishment during the past four years of the audit office as a professional body "wholly and truly" independent of government and equipped with the skills necessary to follow public expenditure through the pathways of Whitehall and the quangos.

It is to Sir Gordon that a permanent secretary must go if he thinks a minister is in

danger of misusing public funds.

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Urban regeneration

Success in a crippled valley

By Peter Davey

A scheme launched by the Prince of Wales to help regenerate an industrial valley in the Pennines is proving so successful it may be introduced elsewhere.

Last December, the Prince, as President of Business in the Community, announced an experimental partnership between the organization and the Metropolitan Borough Council of Calderdale in West Yorkshire, to create jobs, investment, tourism and improve the environment.

Yesterday, Mr David Trippier, the minister responsible for inner-city regeneration, visited Calderdale to see how an area that suffered greatly from the contraction of traditional textile production

is now a place of renewed business confidence, falling unemployment, rising house prices and a buoyant economy.

Rowntree Mackintosh was persuaded by BIC to set up a £200,000 loan fund to refurbish buildings. The Clow Trust has shed an 25 million national children's learning centre and museum in Halifax. It is expected to open in 1990 and attract 500,000 visitors a year.

Mr Paul Greenham, the BIC programme director in Calderdale, said: "We have achieved some major projects in the short time we have been in operation, things that would not have happened if we had not been here. There seems to be scope for the expansion of this experiment

to other areas."

Mr Trippier praised a scheme to convert derelict mills at Sowerby Bridge into a complex of shops, restaurant, offices and light industry. He also saw a carpet mill in Halifax that has been redeveloped by a local entrepreneur, Mr Ernest Hall, into a complex for 170 firms employing 1,200 people and generating an annual turnover of more than £250 million.

Inner City Aid, the charity sponsored by the Prince of Wales which was forced to cease fund-raising because of competition with the Prince's Trust and other royal initiatives, is to be relaunched after a "common-sense integration" of the initiatives, Canon Sebastian Charles, its director, said yesterday.

RSC is forced to cut costs and new plays

By Lynda Mordun, Arts Correspondent

The Royal Shakespeare Company plans to announce a radical restructuring next year which will mean fewer productions and a cut in the number of actors employed at its centres at Stratford-upon-Avon and London's Barbican.

The proposed scaling down comes after a financial crisis this year which threatened one centre with closure — averted by the injection of £1.1 million by the Royal Insurance company.

The number of new productions in a two-year cycle at Stratford is likely to fall from 15 to 12, and in London from 12 to six. New plays often first seen in Stratford's small Other Place or the Barbican's Pit are likely to suffer more.

This season at the Barbican two Genet plays, *The Blacks* and *The Screens*, have been postponed and new productions in the main auditorium restricted to two, rather than three shows.

The RSC is also reviewing its move this season into the Mermaid Theatre at Fiddle Dock on the Thames.

The American plays there, *They Shoot Horses, Don't They?* and *The Great White Hope*, are closing this month.

Two established successes — *Sarcophagus*, the Chernobyl play from the Pit, and *The Rover*, starring Jeremy Irons, from Stratford — will be brought in until December and January to increase revenue.

Police corruption inquiry starts after Chrastny escape

By Ian Smith

Suspicious that corrupt senior police officers accepted sizeable bribes to organize the escape from police custody of the suspected drug smuggler, Nikolaus Chrastny, will be investigated by an independent police force under the supervision of the Police Complaints Authority.

A decision to enlist outside help was taken by the West Yorkshire Chief Constable, Mr Colin Sampson, after investigators from his own force had spent seven days trying to discover how Mr Chrastny disappeared from a high-security cell at Dewsbury police station.

So potentially enormous are the repercussions of the escape that Mr Sampson is anxious to avoid any suggestion that the investigation is other than totally impartial.

Mr Gordon McMurchie, aged 44, Assistant Chief Constable of Northumbria, has been appointed to head the investigation after urgent consultation with the Police Complaints Authority. The inquiry is expected to last at least three months.

Mr Chrastny, aged 44, who spoke 17 languages, sawed through cell bars and escaped from the provin-

cial police station at Dewsbury just hours before he was due to be escorted to London for a remand court hearing last Monday.

Mr Roland Moyle, deputy chairman of the Police Complaints Authority, said last night that any speculation over the alleged international drug dealer's disappearance, which involved supposed corruption by senior Metropolitan police officers would be fully investigated.

"The escape of this man is remarkable. Obviously of great

seriousness, as far as we are concerned, is the speculation that police officers might be involved in his release.

"It is imperative because of the sensitivity of this inquiry that the West Yorkshire police should not be responsible for carrying out inquiries and that is why a senior officer from an outside force has been called in."

Mr Paul Whitehouse, Deputy Chief Constable of West Yorkshire, said in a statement yesterday: "Following the escape of Nikolaus

Chrastny from Dewsbury police station last week, West Yorkshire police set up a searching internal investigation to establish how he had escaped, whether any person had been negligent or corrupt and to establish what lessons could be learnt for the future.

"However, in the light of the great amount of public interest, the Chief Constable has decided that a senior officer from another force should head the investigation, avoiding any suggestion from whatever source that the investigation is anything other than totally impartial."

Tougher service orders likely

By Nicholas Wood Political Correspondent

Plans to transform community service into a gruelling alternative to prison are being studied by Home Office ministers.

They want to re-establish the credibility of such sentences by making them a source of genuine hardship to offenders.

The reappraisal, likely to take several months, is part of a Home Office drive to reduce the size of Britain's rising prison population.

One minister said yesterday that magistrates were reluctant to impose service orders rather than prison sentences because they were widely seen as a soft touch.

"A convicted felon is given a bucket of whitewash and told to go away and paint an old lady's wall. It's not much of a task or a deterrent to reoffending, and there's little chance of the offender being shamed into behaving himself in future."

Ministers believe that a "short, sharp shock" form of community service could be the best punishment for many of the 7,600 criminals aged 17 to 20 now languishing in jail, in some cases, being converted to a life of crime.

The disclosures come after reports that the Government may introduce electronic tags to monitor the movements of young offenders.

Ministers want to see offenders working longer hours to stricter timetables and engaging in activities that are physically strenuous, unpleasant and socially useful.

The idea of putting offenders to work where they can be seen by their friends and neighbours, for instance clearing roadside litter, is one option under examination.

The ministers have also been impressed by experiments such as the one conducted in south London, where a team of probation officers harassed offenders about their criminal past.

The regime used in New Zealand, where offenders are checked in and out of a prison before beginning work, has drawn praise from the Home Office.

Miners call off ballot

By John Spicer Employment Affairs Correspondent

Leaders of miners in Britain's biggest coal region, Yorkshire, have decided to call off a ballot of their 33,000 members to step up action in the national overtime ban, now entering its fourth week.

However, Mr Jack Taylor, Yorkshire NUM president, denied yesterday that there had been a climb-down. He said the majority vote by his area council to delay the ballot was "in the interests of national unity".

The ballot, planned for next Wednesday and Thursday, was called because miners felt the overtime ban was ineffective. They wanted to extend the action to include weekend, maintenance and production work, not just the production of coal. But Mr Taylor said Yorkshire did not want to be accused of breaking ranks nationally.

The union's executive committee called for unity at a meeting last Thursday in an effort to persuade British Coal to resume negotiations. After yesterday's decision, the Yorkshire leaders said they would continue to argue for escalation of the industrial action through the national union.

Mr Taylor said his area council had considered the appeal from the NUM's executive at a two-hour meeting. The council endorsed the call for an extension of the overtime ban, but agreed that unity was essential and so had delayed the ballot in favour of renewing a call for a one-day national delegate conference.

Last week, Yorkshire, Durham, Nottinghamshire and Kent failed to persuade the union's executive to call a delegate conference. They will make another attempt when the NUM national executive meets in Sheffield next month.

Within an hour of the Yorkshire leadership calling off the ballot, British Coal announced the early closure of Wheldale Colliery, near Castleford. The exhausted pit employs 514 men. There will be no forced redundancies.

The miners' overtime ban has cost the industry 205,000 tonnes of coal worth £8.2 million during the three weeks it has been in operation according to statistics released yesterday by British Coal.

Mr John Northard, British Coal's director of operations, said the miners themselves had lost a total of nearly \$4 million in overtime payments since the action began on September 21: £1.5 million of this during the past week.

Hyde Park explosion trial

Nail-bomb that killed four 'built by young electrician'

By Stewart Tendler, Crime Reporter

The radio-controlled bomb used in the Hyde Park bombing five years ago when four cavalry soldiers died was made by a young electrician working in Northern Ireland, the Central Criminal Court was told yesterday.

Gilbert McNamee, aged 26, from Crossmaglen, Co Armagh, was bomb-maker for the Provisional IRA and supplied an active service unit operating in Britain, Mr Roy Amlot, for the prosecution, alleged.

Mr Amlot, speaking at the start of a trial in which Mr McNamee denies involvement in an explosives conspiracy, said the Hyde Park bomb had been detonated by a bomber waiting near by with a piece of radio equipment known as a transceiver.

The bombing was carried out as a troop of 16 members of the Household Cavalry made their way on 20 July, 1982, towards Horse Guards Parade.

A radio-controlled bomb packed with nails and 25 lb of explosives had been left in the boot of a parked car.

Mr Amlot said it went off as

the standard-bearer in the centre of the troop was passing the car, "one sure indication this was a radio-controlled bomb". That sort of accuracy could not be achieved with short or long term delayed action bombs, he said.

Debris from the bomb was recovered which could be matched to devices linked to the defendant. Mr Amlot told the court: "It is not suggested that the defendant was in Hyde Park when the bomb went off. He was the bomb-maker, probably in Ireland."

The court was told Mr McNamee's fingerprints were found on a defused bomb in Kensington, west London, and on two radio-controlled devices among hauls in two terrorist caches uncovered by police at Pangbourne, Oxfordshire and Salcey Forest, Northamptonshire.

One of the radio-controlled devices in the Salcey Forest cache contained a part which had 24 similarities, according to experts, with a portion of the Hyde Park bomb recovered after the blast.

Mr McNamee pleads not guilty to conspiracy to cause

explosions in the United Kingdom between January 1982 and January 1984 with Paul Kavanagh, Thomas Quigley, Natalino Vella and persons unknown. Mr Amlot told the jury the other three men had all been convicted for offences.

One of Mr McNamee's fingerprints had been found on tape on part of a radio-controlled device in the Pangbourne cache in October 1983 after forestry workers found two buried duffins.

The bus contained, Mr Amlot said, one of the most comprehensive collections of terrorist equipment found in this country.

In December 1983, during an IRA bombing campaign in London, a bomb left in a bag on the pavement in Phillimore Gardens, off Kensington High Street, was defused. Mr Amlot said when the bomb was examined the defendant's fingerprint was found on the top of a battery.

Part of the bomb, a time power unit, was similar to other such units found in January 1984 in the cache in the Salcey Forest.

Quigley had already been arrested and in Britain police saw Vella meet Kavanagh and others during trips which took them to Salcey Forest and Annesley Forest in Nottinghamshire. Searching in Salcey Forest, police found a cache of arms and explosives.

The equipment for sending and receiving signals to set off two radio-controlled devices was found, with the message sending equipment for a third, but no receiver unit.

Mr McNamee's prints were found on one of the receiver units and on a piece of tape. According to experts, circuitry found at Salcey Forest tied in with the design and manufacture of the boards recovered from the Hyde Park bomb.

Mr Amlot said Mr McNamee was arrested in Crossmaglen last year. He was told that his prints had been found in the Salcey Forest cache and he said: "I work with electrical equipment a lot and repair many things. If my prints are on it, it must have been when I was repairing something."

The case continues today.

Centre stage for winner



Susan Hampshire, the actress who is one of Britain's best known dyslexics, congratulates Victoria Weller, aged nine, a fellow sufferer who won a poetry competition organized by the Dyslexia Institute.

Yesterday's prize-giving marked the start of Dyslexia Week and the launch of a £1.5 million appeal. The organizers of the week, the British Dyslexia Association, say their aim is to combat the effect of government cuts and ignorance among teachers which combines to

deny specialist help to more than 290,000 dyslexic children in England and Wales.

The association says that many teachers refuse to recognize the condition of dyslexia, and even if they do, their local authorities do not have sufficient resources to provide suitable help.

Dr Harry Chasty, director of studies at the Dyslexia Institute, said that 5 per cent of all children in England and Wales had severe problems. (Photograph: John Rogers).

Portfolio Gold

Couple win twice in a month

A husband and wife from Brockweir, Gloucestershire, have won *The Times* Portfolio Gold twice in three weeks after following the competition for only a year.

The winner of today's £4,000 prize is Mr David Bevan, aged 45, a pharmaceutical representative. However Mr Bevan is on a training course and his wife, Mrs Ruth Bevan, is keeping his good fortune a surprise until he gets home on Friday.

Mrs Bevan, a self-employed publisher, was a *Portfolio Gold* winner on her own card just three weeks ago. When her husband left for his course, she said she would play the game for him.

With their latest win Mr and Mrs Bevan, who have a five-year-old son, will be able to achieve their lifetime's ambition, a holiday in Egypt with a visit to the Valley of the Kings.

Portfolio cards can be obtained by sending a stamped addressed envelope to:

Portfolio Gold,
The Times,
PO Box 40,
Blackburn,
BB1 6AJ.

Fordingbridge murder trial

Family hears taped denials

By Michael Horsnell

Relatives of the family burnt alive in a country house at Fordingbridge, Hampshire, listened yesterday as the alleged murderer said the victims were too kind for him to have harmed them.

Tape-recordings of police interviews with George Stephenson, the handyman dismissed by the Cleaver family three weeks before they were killed, were played to Winchester Crown Court.

In them, Mr Stephenson told police the family had always been nice to him and he loved working for them. On the tapes, he denied dousing three members of the family and their live-in nurse with petrol and burning them alive and denied raping and strangling a fifth victim.

Shortly after giving himself up to police, two days after the murders, Mr Stephenson told Det Chief Inspector Dennis Luty that he had not committed "these dastardly things".

The jury and relatives of the family heard him say: "I haven't caused anybody any harm, I have hurt nobody, I haven't been involved in the pouring of petrol over people, raping of people, torturing of people, or murdering of people."

I have nothing to do with this atrocity.

"I have no animosity to any of the Cleavers, they have never done me any harm, they were very good to me. I would never hurt anybody. I loved the job, I loved every minute of it."

On the sixth day of the trial, Mr Stephenson told the jury that on the night before the day he was dismissed he had had a violent row with his wife Fiona in the flat they shared in the grounds of Burgate House, Fordingbridge. After he had slapped her, she had run into the main house and spent the night in the room of the family nurse, Mrs Margaret Murphy, aged 70, later to become one of the murder victims.

In the morning Mrs Stephenson left and her husband was dismissed.

Mr Gabriel Guerrero, the Portuguese-born husband of one of the Cleaver grand-children and the first member of the family to give evidence, told the court he had seen Mrs Stephenson on the morning of August 7 and she was "a mass of bruises".

Inspector Luty said that Mr Stephenson tried to engage him in conversation while

appearing on remand at Winchester Magistrates' Court.

Mr Stephenson had allegedly said that he had been present at Burgate House when the murders occurred but was waiting outside while the Daly brothers allegedly carried out a robbery. Mr Stephenson had asked the brothers to get him a television set and a video recorder.

Mr Stephenson wanted to deny his original story that he had picked up a pair of hitchhikers on the night of the murder, told them about the country house, and that it must have been them who had carried out the murders.

Mr Luty said he did not believe Mr Stephenson's story.

Mr Stephenson, aged 35, and the brothers George and John Daly deny murdering Mr Joseph Cleaver and his invalid wife Hilda, both aged 82, their son Thomas, aged 47, his wife Wendy, aged 46, and the nurse, Mrs Murphy. Mr Stephenson and Mr George Daly, aged 25, also deny raping Mrs Wendy Cleaver. Mr John Daly, aged 21, has admitted rape.

The case continues today.

Vaccine harm 'well known'

The view that whooping cough vaccine can cause brain damage in young children is generally accepted by the medical profession in Britain and America, a leading child physician told the High Court in London yesterday.

Dr John Wilson, a senior consultant neurologist at the Hospital for Sick Children, Great Ormond Street, central London, told Mr Justice Stuart-Smith that most doctors shared his belief that on rare occasions the pertussis vaccine could cause brain damage.

"I think it is generally accepted on both sides of the Atlantic", he said.

Dr Wilson was being cross-examined on his evidence for Mr Harold Lovelady, and his wife, Maura, of Vicars Close, Victoria Park estate, Hackney, east London, in their action for damages against Dr George Renton, who administered the pertussis vaccine to their adopted daughter, Susan, now 17, when she was a baby.

Dr Renton, of Ilford Mills, Bradford-on-Avon, Wiltshire, denies negligence.

The outcome of the case is awaited by the parents of 200 children suffering brain damage.

The judge is to decide as a preliminary issue whether the vaccine can cause brain damage before considering the Loveladys' claim for damages on behalf of their daughter.

Last week Dr Wilson said he had treated more than 100 children he claimed were damaged as a result of being given the pertussis injection. He told the court there was "strong circumstantial evidence" linking the vaccine with brain damage.

The hearing continues today.

Ferry safety

Doors still open in ships

By Rodney Cowton, Transport Correspondent

Ferries are still sailing with their bow doors open seven months after the capsizing of the Herald of Free Enterprise. The Department of Transport has disclosed.

The department refused yesterday to name the ferries. It said reports of five incidents were being investigated.

Dr Jim Cowley, surveyor general in the marine directorate of the department, has written to the shipping industry warning of the danger.

He says: "Recently the department has received a number of reports of ferries crossing harbours with vehicle doors, bow or stern, open. This is not a safe practice. The Government intends that it will shortly become a criminal offence."

"The main cargo loading doors should be closed and locked before the ship leaves the berth and should be kept closed and locked until the ship has been secured at its next berth."

P&O, owners of Townsend Thoresen, said its ferries never cast off until the master had announced to the passengers that the watertight doors were closed and the ship was ready for sea. Sealink British Ferries said it adopted a similar practice.

Dr Cowley's letter was sent out last week with a consultative document setting out the Department of Transport's plans for making it illegal for ferries to sail with their bow doors open.

On a summary conviction before a magistrate the penalty would be a fine of up to £2,000, but on indictment in a crown court the penalty could be two years' imprisonment or an unlimited fine.

Magistrates can decide if a case is suitable for them to hear, or whether it should be referred to a higher court, although both the prosecuting authority and the defendant can ask for a case to go before a jury.

Ships with doors that cannot be opened or closed within 10 metres of the berth must first be moored by ropes.

The proposed regulations would also require that the opening and closing of doors should be entered in the ship's log, and a specified officer should have the duty of reporting to the master that the doors are closed before the ship sails.

Sir Jeffrey Sterling, chairman of P&O, yesterday made it clear that he was opposed to the prosecution of members of the crew of the Herald of Free Enterprise.

He said that the first line of responsibility for the safety of a group of ships and those who sail in them rested with the command on board.

"I take no pleasure in saying that those directly involved in the cause of this accident have and will suffer for the rest of their lives, and I strongly believe no good purpose will be served by prosecution."

Peer's fine for ploughing cut

A £10,000 fine and costs of almost £5,000 on a peer for ploughing up part of the protected remains of a Roman town on his land were reduced by the Court of Appeal yesterday to a total of £4,000.

The judges said the fine and costs imposed at Warwickshire Crown Court last February on Lord Hertford, of Ragley Hall, Alcester, were excessive. He had a high regard for the heritage of the country and had not made a "deliberate and conscious assault" on it.

Parking goes up at airport

Charges at the short-term car parks at Heathrow Airport have been increased by up to 40 per cent to dissuade people from leaving their cars in them while they make brief visits to the Continent.

Someone leaving his car in the short-term park for 12 hours will now have to pay £10.20 instead of £7.30.

Charges over £10m cheque

Nancy Prevost, aged 38, a Californian film producer, and Edwin Flood, aged 40, a Miami businessman, appeared before Marlborough Street magistrates yesterday accused of tendering a forged cheque for £10 million.

They are alleged to have presented the cheque at a London hotel.

Triple inquest

Inquests were opened and adjourned yesterday on three people, including a bailiff and a trainee shotgun executive, who died of shotgun wounds in Wolverhampton, West Midlands, after the bailiff called at the home of a man facing eviction. The man also died.

Archer set in ITV publicity drive

By Richard Evans, Media Editor

The painstakingly detailed work which went into constructing a House of Commons set for the televised adaptation of Jeffrey Archer's *First Among Equals* will be highlighted in a £1.4 million advertising campaign to promote ITV next week.

The commercial, one of three made by the advertising agency, Gold, Greenleaf and Trout, shows how the Granada

production team made sure the £200,000 set was an exact replica of the country's most famous debating chamber — even down to the precise size of a security system set in a mahogany wall.

It was such an eye for detail, the film says, that helped ITV win 135 awards last year.

The second commercial shows how a film crew of two

ventured into war-torn Afghanistan for a *World in Action* documentary, and declares that ITV exports programmes to 132 countries.

The last in the trio, featuring the head-on filming of a charging elephant for Anglia TV's *Survival* series, proclaims that ITV has won three Queen's awards for industry during the past five years.

Sneezing rare at snuff bottle event

By Sarah Jane Checkland, Art Market Correspondent

Collectors of Chinese snuff bottles converged on the Carlton Tower Hotel in London yesterday from all parts of the globe.

They are visiting for a series of exhibitions, auctions and an international convention.

The snuff bottle specialists, an army 155 strong, mostly from the United States, rarely partake of the bottles' intended contents, but they become connoisseurs of their designs.

Millions of the bottles, and the tiny spoons that accompany them, were produced in China from the

SALEROOM

seventeenth to the nineteenth centuries.

Christie's morning sale yesterday consisted of bottles from the collection of Eddie Dwyer, a southern Californian who died last year.

An Imperial yellow glass bottle from the Qianlong period went for £26,400 (including buyer's premium), and a rare white jade bottle of the same period went for £23,100. In total the sale fetched £228,679 (estimate £200,000 to £250,000).

The afternoon's mixed sale brought in the best price for the day — £30,800 for a large eighteenth century black and white jade bottle carved with the story of Zhu Geliang, a boy who searches in the snow for plumb blossoms. The record price for a snuff bottle is £35,000.

One successful buyer was Mr James Li, the owner of the 100 bottles on exhibition at Christie's.

He is emphatic that collecting has nothing to do with snuff, although he says: "To sneeze is particularly pleasurable, highly erotic." If he finds a few grains in a bottle, he keeps them as relics.

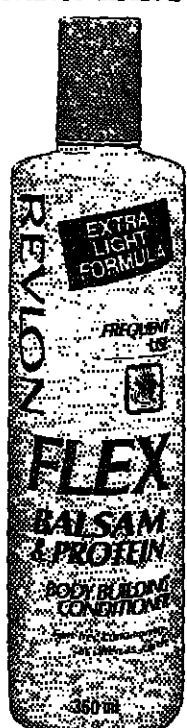
Snuff bottle week continues with a sale at Sotheby's today, as well as lectures, seminars and trips to important British collections, such as that at the Fitzwilliam museum in Cambridge.



Anthony Lin, of Christie's, with a Chinese snuff bottle

Sainsbury's bathroom prices. (Something to sing about.)

Flex Conditioner 350ml £2.09 **£1.85**



Sainsbury's Family Antiperspirant 250ml 69p **62p**



Lil-lets Tampons Superx 20 £1.22 **£1.05**

Bic Disposable Razors x 5 83p **31p**

Nivea Lotion 200ml £1.35 **£1.19**

Soft & Gentle Roll-on Antiperspirant 50ml 59p **49p**

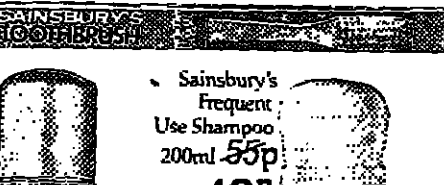
Sainsbury's Hairspray 400ml 99p **89p**

Sainsbury's Soft Focus Soap 3 x 125g 45p **38p**

Colgate Toothpaste Twinpack 2 x 125ml **£1.39**



Sainsbury's Adult Toothbrush 35p **29p**



Sainsbury's Moisturising Foam Bath 500ml 99p **89p**



Look closely at the
figures and you'll
find that one European
woman in three wears
stockings or tights
made from our fibres.



ICI World Class

ICI manufactures in 40 countries and sells to over 150.

Car mi
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Car mileage fraud is costing buyers £100m each year

By Daniel Ward, Motor Industry Correspondent

Motorists are being duped out of £100 million each year by second hand car dealers who illegally turn back the mileage on one in five used cars sold.

The damning indictment of Britain's motor trade is contained in a report from four local authority associations which underlines the frustration experienced by trading standards officers in tackling unscrupulous car dealers.

Consumer complaints about the motor trade account for a fifth of all cases taken up by trading standards officers, yet only 25 of the 11,000 complaints result in prosecution.

The report highlights fraud surrounding MOT certificates. The associations estimate that 40,000 certificates are altered annually or are completely fraudulent. The Department of Transport has tightened up its procedures after several cases of blank certificates being stolen. A spot check on one garage showed that more than two thirds of the cars on the forecourt were unroadworthy.

The associations believe a growing number of motor traders are masquerading as private consumers and "thus

evading legislation meant to protect the public". "One estimate is that almost 8 per cent of all newspaper car sales advertise

More than 200 lives could have been saved, and 2,500 serious injuries avoided on British roads if cars had better side impact protection, road safety experts said yesterday. Mr Peter Bottomley, Under-Secretary of State for the Department of Transport, said the cost of improved side protection would be "less than the cost of a £150 radio cassette player".

The minister was speaking at the Government's Transport and Road Research Laboratory after a one-tonne ram had slammed into the side of a stationary car at 31mph and the latest test dummy, called EuroSID, had recorded the injuries the car's driver would have sustained.

At present there is no European legislation covering side impact protection in cars. The report said.

It was commissioned by the Association of Metropolitan

Authorities, the Association of County Councils, the Association of District Councils and the Convention of Scottish Local Authorities, and prepared by the local authorities co-ordinating body on trading standards.

The Government was urged in the report to introduce a comprehensive motor trade Act to create a fair trading environment.

The Department of Transport is considering a proposal that would require motorists to record a car's mileage on the tax form when the road tax is renewed annually. Making tamper-proof speedometers mandatory has been mooted for several years, but the car makers have always rejected their introduction on the grounds of extra cost. The latest Jaguar is one of the few cars with an electronic speedometer that cannot be altered.

A spokesman for the Motor Agents' Association, which represents 13,000 retailers, said: "There is undoubtedly a most undesirable element at the wrong end of the trade and the MAA and its members are as anxious to eliminate their practices as are trading standards officers and the public".



The stag which fled on to the roof of a cottage in Parlock to escape the hunt

Villagers save cornered red deer

Villagers rallied to save a red deer, chased on to a cottage roof in Parlock, Somerset.

As the stag ran into the narrow village lane, pursued by the Devon and Somerset Staghounds, a huntsman levelled his rifle, but Mrs Barbara Rackstraw stepped from her cottage in front of him, determined to prevent the animal being shot.

Mr Bill Cavanagh, another

resident, then saw the stag run to where the roofs are almost level with the sloping ground behind.

He said: "It jumped on to the roof as the hounds bayed in the street at the front of the cottage. The stag was there for about an hour before the hunt and its followers moved off. Then it ran back into the forest."

Another villager, Mrs Joan

Ward, contacted the owner of the cottage, Mr Geoffrey Jones, who is on holiday in India, and he ordered temporary repairs where the frightened animal had smashed the slate roof.

Mrs Diana Scott, joint master of the Devon and Somerset Staghounds, said the hounds had been called off as soon as the stag got on to the roof.

More backing for solicitors on the bench

By Frances Gibb, Legal Affairs Correspondent

Solicitors should be eligible for appointment to all ranks of the judiciary, Lady Marre, chairman of the Committee on the Future of the Legal Profession, said yesterday.

Giving her first interview since the committee was set up last year, she said: "My personal view is that I can't see why, given the way in which solicitors now become specialists and firms are getting very good people - whether in the long-term or short-term - they should not be eligible for every judicial level".

Her comments come within days of a call by Lord Scarman for a widening of the pool of candidates for judges to include solicitors.

Lady Marre, whose keenly-awaited report will be published next year, also indicated a need for changes to the profession's restrictive practices. Those prevent solicitors acting as advocates in the higher courts, and prohibit direct access by clients to barristers. However, she is not in favour of total fusion of the two branches.

Lady Marre refused to be drawn on the controversial issue of advocacy rights for solicitors in the crown court. But she said she could not see

any reason why a solicitor who was specialized in, for instance, commercial law should not be able to argue a case in the commercial court.

She said lawyers needed to change their ideas if they were not to continue to lose out to other professions, particularly in the areas of selection, education and training, and performance.

The training of barristers and solicitors was out of step with present needs, she said. The selection process was partly at fault. At present those with a degree who could afford the vocational training could do the course, with "the unfortunate effect in making the profession less accessible to the poor student".

There was now wide support for a common system of vocational training for all lawyers, which would take more account of skills such as communication, the use of new technology, advocacy, accounting and office management.

Lady Marre, chairman of the BBC and IBA central appeals advisory committee since 1984, was appointed by the Bar and Law Society to chair the committee in the wake of public squabbles between the two branches.

Crisis on the land: 2

Farmers start up small industries

If inner city renewal is the new urban catchword, diversification is its country cousin. In the second of two articles, Peter Davenport and John Young, Agriculture Correspondent, look at the opportunities for making a living outside agriculture in rural areas.

Outside the windows of Mr David Tate's high-tech office there are sheep grazing the Cumbrian fells and cows lazily hanging their heads over the farm gate.

Five years ago he left his executive job in the City and took his wife, two daughters and three friends to start a new company housed in two former bull pens on a farm alongside the M6.

Today his company, which produces exquisitely detailed architectural miniatures of traditional English houses, employs more than 300 people, will turn over £7 million next year and will export to the United States, Canada, Australia, Europe and the Far East.

The remarkable success story of Lilliput Lane is a copybook example of the countryside regeneration that the Government is out to achieve.

In 1982, Mr Tate leased 300 square feet of premises converted from two bull pens and began his business with £8,500 from the sale of his house and car and a £1,000 loan from the Council for Small Industries in Rural Areas (Cosira).

A trained artist and sculptor, he began producing hand-crafted perfect miniatures of traditional houses. In the first year, his turnover was £123,000 and he was employing 23 employees. There are now more than 500 and he has expanded to occupy 32,000 square feet of former farm buildings on the site near Penrith. He has also opened two other factories.

The company is highly organized and has the latest high-tech equipment. It spends about £500,000 a year on research and development to ensure that it stays at the forefront of its field.

"I particularly wanted this type of environment, but it's a mistake to think you can simply sit back and enjoy it because you are in the countryside", Mr Tate says. "We have to work hard at being successful. The biggest kick I get is being able to bring employment to so many people in this part of the world."

With an increasing number

of farmers facing severe financial problems because of falling prices and EEC surpluses, the Government will introduce legislation that will provide funds to enable farmers to start new businesses or allow others the space to develop.

The National Farmers' Union says the number of farms failing has risen by 25 per cent in the first quarter of this year compared with 1986.

It gives greater impetus to the drive to provide alternative employment. The Government wants to encourage farmers to diversify to generate extra income and through Cosira it is running seminars around the country giving advice on setting up small businesses.

Throughout the country, farmers and particularly their wives, are turning to tourist catering, farm holidays and specialist food production to supplement incomes.

In Gloucestershire, Mr Charles Mann, who farms 400,000 acres of mainly arable land at Oxleaze farm, near Lechlade, has developed a whole range of new businesses by converting buildings into a recording studio, a furniture upholstery, a saddlery and a veterinary research laboratory. He has also started a trout farm.

Mr Tony Bennett, who runs the 200-acre Oldfield farm near Market Drayton, Shropshire, has doubled his annual turnover by turning his historic farmhouse, listed in the Domesday Book, into a popular restaurant.

Milk quota restrictions effectively cut Mr John Davidson's income by three quarters at his Tregongan farm, near Truro, Cornwall. After 20 years he had to sell his 70 cows and face an uncertain future.

He decided to convert buildings on the farm into workshops, one of which is occupied by his wife, Jean, who has a doll making business.

Without it, Mr Davidson says, they would have been unable to keep the farm. He believes diversification is essential.

Concluded

Headline in The Times declared misleading

A headline in *The Times* which stated that a judge had ordered an abortion on a handicapped woman was likely to mislead readers, the Press Council has decided.

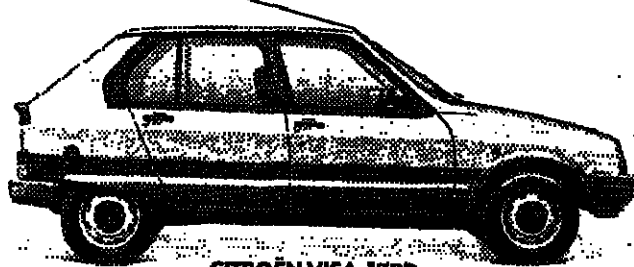
The council upheld a complaint by Dr Richard Wyndham, of Barford Road, Marlingford, Norfolk, that the newspaper published a misleading headline that a judge ordered the abortion on a mentally handicapped woman when the fact was that he allowed it.

The newspaper reported a court ruling by Mr Justice Lacey that an abortion would not be an unlawful act on the doctor's part, but the headline was: "Judge orders abortion on handicapped woman of 25".

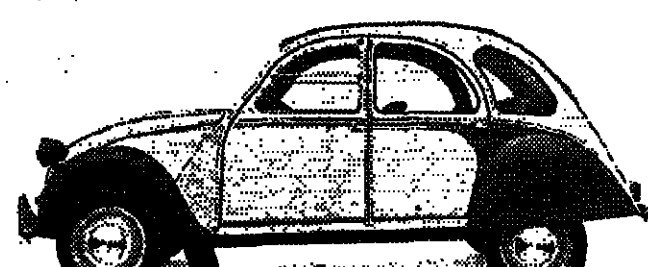
The Press Council's adjudication was:

From the text and tenor of the report, it was clear that the judge had made a simple declaration that in this case it would not be unlawful for an abortion to be performed on a mentally handicapped woman.

The headline, however, read: "Judge orders abortion..." While the judge's decision would be expressed in a declaratory order, the Press Council finds the headline was likely to mislead readers. The judge's declaration allowed an abortion rather than ordered one. The distinction is significant enough to warrant the complaint against *The Times* being upheld.



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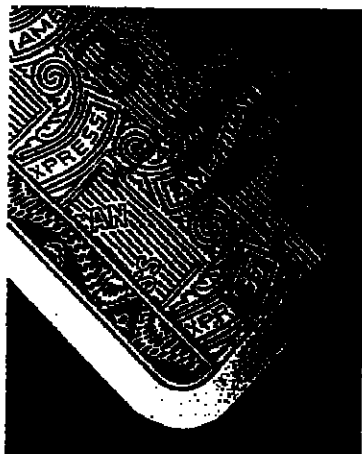
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WORLD SUMMARY

Colombia fears murder backlash

Bogotá — Colombia was today bracing itself for serious civil disturbances after the assassination of the leader of the country's Socialist Party triggered a crisis for the Government of President Vargas (Geoffrey Matthews writes).

Dr Jaime Pardo Leal, leader of the Unión Patriótica, below right, and candidate in last year's presidential election, was shot dead while out driving with his family on a country road near Bogotá on Sunday.

His murder sparked violent clashes between police and UP supporters in the working class district of south Bogotá. But the city seemed calm because yesterday was a bank holiday. That may change today with the return to work and plans for a mass protest march through the city and calls by trade unions for a 48-hour general strike.

Dr Pardo Leal was a law professor whose brilliance was widely respected.



Italians seized

Beirut (Renter) — An Iraqi Kurdish group said yesterday that it had kidnapped three Italian engineers in northern Iraq and demanded the withdrawal of Italian ships from the Gulf.

The group, calling itself "The Kurdistan Iraqi National Union", said in a typewritten Arabic statement that it seized the three "in protest at the Italian aid to the Iraqi regime and the Italian military presence in the waters of the Gulf".

Sidon battles

Beirut — For the second consecutive day Palestinian guerrillas and the Shia Muslim Amal militia were yesterday locked in artillery and machine-gun battles in the hills east of Sidon, with no clear military gains (Juan Carlos Gumucio writes).

Ten people have been killed and 28 wounded. The violence has propelled the conflict into a more complicated phase, destroying hope for the Syrian-sponsored peace plan.

Maxwell's tumble

Paris — Undeterred by a crashing fall at the height of his oratory, the British publisher and financier, Mr Robert Maxwell, announced yesterday that he is to launch a new daily newspaper in English in 1989, with headquarters in Paris (Philip Jacobson writes).

Mr Maxwell was in full flow about the glittering prospects of a truly European newspaper, as yet unnamed, when he lost balance, tumbled back and measured his considerable length upon the floor, accompanied by a quantity of broken plates. Quite undaunted, he continued speaking from a prone position, winning a spontaneous round of applause.

Snub for Botha

Johannesburg — The ruling party of the smallest of South Africa's six "self-governing" black tribal homelands, QwaQwa, has rejected participation in President Botha's proposed National Council for negotiations with black leaders (Michael Hornsby writes).

Home to an estimated 183,000 Sotho-speaking blacks, QwaQwa occupies some 240 overcrowded square miles of territory adjoining the northern border of Lesotho.

Meeting the people

Moscow — Mr Mikhail Gorbachev's attempts to whip up public support for his reform programme continued yesterday when he began a regional tour in Leningrad, his second "meet the people" trip outside the capital since his return from holiday late last month (Christopher Walker writes).

The trip follows warnings by members of the intelligentsia that the Kremlin's reform programme is facing serious resistance from entrenched bureaucrats.

Monkey trip ends

Moscow — A space experiment repeatedly threatened by the antics of a monkey who frod his left-hand ended yesterday morning when the capsule landed in eastern Siberia, thousands of miles from its designated reception site in Soviet Central Asia (Christopher Walker writes).

A Tass report did not make clear if the so-called "big satellite", which also contained another monkey as well as rats, fish and insects, had landed in or near the Siberian town of Mirny, and made no reference to the condition of the animals. The troublesome monkey, Yerasha, may be spared vivisection because he has won the hearts of the Russians.

Paris frowns but Le Pen capitalizes

From Philip Jacobson, Paris

M Jean Marie Le Pen, leader of the extreme right National Front yesterday instructed journalists to report as unbecomingly as possible his party's performance in the National Assembly last weekend.

As was obviously intended, the hurly burly had already dominated the front pages in Paris. Now, at a crowded press conference, the fiery and combative M Le Pen missed no opportunity to inform us about our duty to tell the French people how their "treasonous democracy" is being perverted by a privileged and uncaring "classe politique".

He first made the valid point that the proceedings had been disrupted by a Bill to curb drug abuse, "a subject of burning interest to many hundreds of thousands of our young people and their families". It was a betrayal of their vote, an insult, that barely half-a-dozen other deputies had bothered to turn up.

As M Le Pen pointed out, there were almost 600 deputies in the National Assembly. The tiny turnout for so crucial a debate was, he said, "derisory and offensive".



National Assembly. M Le Pen extolling the virtues of his party's performance in the National Assembly last Friday night to an audience of journalists in Paris yesterday.

The point of this exercise, as all present understood, was for M Le Pen to secure further space for his hard-line views in a generally hostile press. He has always preferred to speak in this way to the French nation, sublimely confident that it is hanging on his every word. "They know we stand behind our democracy and give them a voice," he declared. "If you read the papers this morning, you'd think that the National Front had mounted a coup d'état in the Assembly. The truth, said M Le Pen, was that the French people

Mysterious Geneva death shakes Kohl

From Richard Owen, Bonn

Chancellor Kohl of West Germany looked and sounded a shaken man yesterday, when he made a special statement on the mysterious death of Dr Uwe Barschel, the former regional Prime Minister in Schleswig-Holstein.

This was partly because the ruling Christian Democrats have lost in Dr Barschel — who was only 43 — one of their brightest young politicians. But the episode also reflects the fact that the Schleswig-Holstein affair, which had rocked the Kohl Administration even before Dr Barschel's strange death, could have serious political consequences for the Government.

Amid the shock yesterday, a number of hard questions were being asked in Bonn. Did Dr Barschel commit suicide because he was unable to face an official inquiry into allegations that he had sex with a young woman? Or was he perhaps murdered, as his brother claimed yesterday? If so, who would gain from silencing Dr Barschel?

Amid the rumours, some facts about the scandal are clear. The "dirty tricks" allegations came first from Herr Reinier Pfeiffer, Dr Barschel's election campaign press officer, who had specialised in the past in digging up dirt about Social Democrat (SPD) politicians.

According to Herr Pfeiffer, Dr Barschel, desperate to hold Schleswig-Holstein, which had been in CDU hands for 37 years, 16 of them with an absolute majority, had authorised three underhand plays. Private detectives, it was said, were set on the SPD leader in Schleswig-Holstein, the suave and good looking Herr Björn Engholm, to prove that he had a scandalous sex life, including bisexual affairs. An anonymous tip-off was sent to the tax office in Kiel, the regional capital, that Herr Engholm was evading taxes and — not the least bizarre accusation — Dr Barschel allegedly

ordered the bugging of his own telephone with a view to blaming the act on the local SPD.

These allegations were released by Herr Pfeiffer to the magazine *Der Spiegel* on the eve of the election on September 13 with no time to prove or disprove them. The voters, whether they believed the allegations or not, dealt the CDU a rebuff, stripping the party of its long standing majority and giving the SPD three extra seats.

Dr Barschel could only cling onto power with the help of the FDP (Liberals) and a sole MP from the Danish-speaking minority. While still denying personal involvement in the dirty tricks campaign, Dr Barschel was obliged to step down on September 25. He was due to face an official inquiry in Kiel yesterday.

Instead, Dr Barschel was found dead on Sunday in his room at the Beau Rivage Hotel in Geneva, where he had stopped on his way back from a break in the Canary Islands. On Saturday afternoon,

according to *Stern* magazine, he was approached in Geneva by an unnamed person offering "material which would clear his name". This reportedly included photographs showing Herr Pfeiffer with "a senior SPD politician" (implying, presumably, that the whole business was got up by the SPD to discredit the CDU).

Dr Barschel, *Stern* says, met his mysterious informant on Saturday afternoon, but on Sunday, just after midday, was found dead by a *Stern* reporter. His body was in the bath water, and he was fully dressed except for his jacket and shoes.

A particularly German aspect of the scandal is that Dr Barschel had given his "word of honour" that he had not tried to cling to power by unsavoury means. "Word of honour" was *Der Spiegel's* cover headline yesterday, together with the poignantly outdated question: "Prison for Barschel?"

What is truly shocking is that some people can believe either that

Barschel was murdered because he was about to spill the beans, or that he killed himself because he could not face admitting to the inquiry that his word of honour had been false," one informed observer said.

For Herr Kohl, who won last January's general election with a reduced majority and has suffered a series of local election setbacks since then, the Barschel affair is a heavy blow whatever the truth about the manner of Dr Barschel's death. One way out of the crisis would be to hold fresh elections in Schleswig-Holstein — but the danger is that in the current atmosphere the CDU would lose even more votes. Another option is to send Herr Gerhard Stoltenberg, the Finance Minister and former Prime Minister in Schleswig-Holstein, back to Kiel to sort matters out.

Heart blamed: The investigating judge in Geneva said yesterday that, according to a preliminary post-mortem, Dr Barschel died of a heart attack.

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Kaunda lashes Britain over sanctions as leaders gather

From Andrew McEwen, Vancouver

A bitter implied attack on the British Government by President Kaunda of Zambia over sanctions against South Africa yesterday set an acrimonious tone on the eve of the conference of Commonwealth Heads of Government which opens in Vancouver today.

"How is it possible that people who fought Nazi Germany... today conspire with the Nazis of today?" Dr Kaunda asked cheering supporters at a fringe meeting.

Mrs Thatcher's aides here made it clear that she was determined to shift the emphasis away from direct sanctions. She does not want a repeat of the last Commonwealth Conference in Nassau two years ago at which Britain was portrayed as the sole obstacle to effective measures against apartheid.

The aides said she would focus on helpful rather than counter-productive steps, meaning increased aid to frontline states.

But Zambia and representatives of the African National Congress had ample advance warning of the British tactics.

Dr Kaunda made it clear that he would not allow the conference to sidetrack the sanctions issue. He poured scorn on opponents of sanctions at a widely-publicized meeting.

He said opponents argued: "Don't impose sanctions because these sanctions will bite you," a reference to the British claim that sanctions harm the people they are meant to help. "At 63 I want to believe I am adult enough to speak for myself," said Dr Kaunda.

The Queen, as head of the Commonwealth, will play a vital role, although not attending the sessions. Yesterday she was to hold the first of eight meetings and social functions with the leaders.

Thousands of police, Mounties and troops, backed by helicopters and frogmen, are guarding the city.

Nobel first for Japanese scientist



The Japanese scientist Mr Susumu Tonegawa, who has won the 1987 Nobel Medicine Prize, with his wife Mayumi and their son Hideo in Newton, Massachusetts yesterday.

Mr Tonegawa, aged 48, won the \$210,000 award for "his discovery of the genetic principle for generation of antibody diversity". Sweden's Karolinska Institute said (Renter reports).

Mr Tonegawa has been working in the

biology department of the Massachusetts Institute of Technology at Cambridge in the United States since 1981, the institute said.

It said his research had deepened human knowledge about the structure of the body's immune defences against diseases.

Mr Tonegawa was born in Nagoya, Japan, and educated at Kyoto University and the University of California. He

worked in a number of American universities before taking up his current appointment in 1981.

Professor Goran Holm of the Karolinska Institute said that Mr Tonegawa's discovery would help in the fight against many diseases.

Mr Tonegawa, the first Japanese to win the medicine prize, made his breakthrough in a pioneering experiment in 1976.

Boring Bush unleashes a tiger

From Christopher Thomas, Washington

Vice-President George Bush, for seven years President Reagan's fiercely loyal lieutenant, formally declared his candidacy for the top job yesterday. He has the biggest war chest, the highest rating in the polls, the greatest name recognition; and yet every opinion poll finds him to be utterly boring.

He made his declaration in his home town of Houston, Texas, the very place where he conceded defeat to Mr Reagan in his 1980 bid for the Republican nomination. He said the other day that this time he would campaign like an unleashed tiger.

Yesterday he told cheering supporters: "For seven years I have been with a President and I have seen what crosses that big desk. Who should sit at that desk? I am that man." He made one pledge that echoed Mr Reagan's own pol-

icy — he would not raise income taxes.

Mr Bush went on to declare support for freedom fighters in Afghanistan, Africa and Nicaragua. He particularly emphasized backing for the Contras, saying that "this doctrine of democracy must thunder on".

As a warm-up for the announcement he went on a whistle-stop tour of European capitals last month, taking along his own private camera crew to record him in an international setting for a campaign film. The trip was hardly the success it was meant to be.

He suffered some mockery for standing before his own camera crew outside Downing Street, with Mrs Thatcher at his side, and declaring that his trip had been "all substance and no politics".

His past achievements are remarkable: a decorated war

hero, Director of the Central Intelligence Agency, Ambassador to the United Nations, several terms in Congress. But he has had trouble communicating his toughness. The polls demonstrate that he is respected for honesty but not for strength. He is trusted but uninspiring, worthy but dull.

With a campaign drive of \$12 million (£7.5 million), the Vice-President is theoretically well placed to fend off a growing challenge from Senator Robert Dole, the charismatic Republican leader of the Senate, his closest rival. But the gap has consistently narrowed since the spring.

Before the Iran-Contra crisis it was widely assumed that Mr Bush had a good chance of being carried into power on the coat-tails of one of the most popular presidents in history. With Mr Reagan's influence at a low ebb, the

Vice-President has unexpectedly found himself standing on his own, having to prove himself with his own policy priorities.

Although he has already begun the delicate task of presenting his own agenda while trying not to appear disloyal to the man he has steadily supported for so long, Mr Bush has made clear that he will not depart radically from Mr Reagan's policies.

Conservative Republicans still do not fully trust him, despite his hardline speeches on key issues like funding the Contras. He is weakest among the young and the college-educated.

The race, clearly, is still wide open. And history is against Mr Bush. No sitting vice-president has been elected president since Martin Van Buren in 1836.

Iran poised for missile blitz on ships

From Robert Fisk, Dubai

Shipping agents in the Gulf have been warned by at least two Western governments that the Iranian Air Force has acquired new spare parts for its fleet of F4 Phantom fighter-bombers, and may be about to stage a series of air strikes against neutral shipping using Maverick air-to-sea missiles in retaliation for Iraq's heavy raids against Iranian oil tankers.

It is now six days since the Iranians last attacked a ship — using Revolutionary Guards to fire at the vessel with rockets from a fast-moving speedboat — but, despite a series of Iraqi air raids since then, Iranian naval activity has virtually ceased.

The reports to shipping agents — which come from intelligence organizations in London and another European city — suggest that the Iranians are preparing to resume the devastating air attacks with which they originally replied to the Iraqi offensive on their tanker fleet in 1984 and 1985.

Most disturbing to the shipping agents in the Gulf are reports that the Iranians have acquired fresh supplies of the American-made, optically-guided Maverick missile, which can be fired in daylight by the F4 co-pilot. In one such attack in 1985, two Phantoms scored four direct hits on a tanker, disabling the

vessel and decapitating one of its senior officers.

Many merchant seamen move only at slow speed at night because of the danger of mines, but if the latest reports prove to be true, the daylight hours will become equally dangerous for those sailing the Gulf sea lanes.

A shipping agent in Dubai, who, like his colleagues, requests anonymity these days, expressed his depression over intended developments.

He said: "We'll have nowhere to go. Our supply ships only sail at 2½ knots at night. I take these reports from London seriously, and if the air attacks re-start, then we are

back to the bad old days at the start of the tanker war."

Clearly aware of the provocative nature of its own attack, Iraq struck at the Iranians again yesterday. One crewman died on the Iranian chartered tanker, Maranthia-M, 60 miles south of Kharg Island, when it came under Iraqi air attacks. And the Iranian tanker Rova — hit by the Iraqis on Sunday with the loss of six seamen — remained dead in the water, burning out of control.

Iraq also reported yesterday that its Air Force had raided three ground targets inside Iran, including a refinery and power complex outside the city of Isfahan.

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TWA

UN refugee chief in firing line as angry critics attack agency

By Rosemary Righter

The United Nations' most important humanitarian agency, the High Commissioner for Refugees, charged with the welfare of more than 10 million refugees worldwide, is riven by a crisis unprecedented in its history.

The governments on its executive committee, meeting in Geneva, are being lobbied by angry voluntary agencies and presented with evidence on massive disaffection among the agency's staff.

The target of both groups is the UN High Commissioner for Refugees himself, Mr Jean-Pierre Hocke, an energetic Swiss, who took the job last year pledging to streamline the organization.

He is now accused of putting his relations with governments — and his re-election next year — well ahead of the safety and wellbeing of refugees.

The accusations against him are two-fold. He is accused of dictatorial and arbitrary management — to the point that staff even compare him with Unesco's controversial Director-General, Mr Amadou Mahtar Mbow — and of lack of vigilance in protecting asylum-seekers.

A convinced advocate of long-term political solutions based on arranging the return of refugees, where possible, to their own countries, Mr Hocke is accused of treating them as pawns in political games.

"Voluntary repatriation must always put the refugees' wishes first, not last," a senior UNHCR staff member complained. "And with Hocke, the word 'voluntary' is just for decoration. The last people to be consulted are the refugees."

He cites the case of Ethiopian refugees in Djibouti, where Mr Hocke favoured cutting food rations for refugees who failed to "choose" to go home; his failure to go public over the forced repatriation of hundreds of Iranian refugees; and the UNHCR's inaction in the face of threats by the Thai Government, eventually carried out with the use of force, to transfer Khmer refugees from the safety of the UNHCR camp in Khao I Dang to the border controlled by the Khmer Rouge.

Voluntary agencies, meeting in Geneva just before the governing body's session, have criticized the UNHCR's failure to assist refugees from Surinam flooding into French Guiana. They distrust Mr Hocke's willingness to negotiate with Vietnam over the fate of Cambodian refugees and his overtures to the Soviet Union — halted by American intervention — of providing UNHCR centres in Afghanistan for "returnees" from Pakistan.

His renaming of the Division for Refugee Protection at the Geneva headquarters the Division of Refugee Law

and Doctrine is, his critics say, symbolic of weakened commitment. There is now no co-ordinator of refugee protection in the UNHCR.

The European Consultative Group, which includes the main voluntary agencies active in refugee matters, was told last week by Hocke sides that if they wanted credibility they had better recognize that many refugees were not "political", they were economic migrants, or poor peasants who had been uprooted by war or drought and who cared less about which side of the border they found themselves than about the prospect of leading a normal life.

The argument has some truth but should not, the agencies reply, be allowed to diminish their rights as individuals to claim asylum or to have their fears of return fairly addressed. They are concerned that in pressing it, Mr Hocke is bowing to the increasing reluctance of governments, both in the West and the Third World, to honour their obligations to refugees.

His appointment to key positions of a Syrian and an Ethiopian believed to have been of crucial assistance in obtaining the Arab and African votes for his election has not improved morale.

Mr Hocke vigorously rejects all criticisms, blaming a few dismissed staff members for fomenting discontent.

The crisis in Sri Lanka

Guerrillas lose grip of fear over people of Batticaloa

From Michael Hamlyn, Batticaloa

Things have changed in Batticaloa, but the new situation has an eerily familiar air. At the weekend, after the beginning of the Indian peace-keeping force's operations to seize arms from the Tamil militant separatists, a crowd of anxious mothers formed at the Indian camp.

"They were anxious about their children who had been taken into custody," said a local Roman Catholic priest. "They were chased out."

The priests in Batticaloa, where the Tamil population is predominantly Christian, have been in the forefront of the human rights campaign against the Sri Lankan government forces' oppression during the past few years.

"Now once again the Citizen's Committee is going to have to start its work," said Father Pius Pathmaraja, the procurator of the diocese. "This is how the STF (the British-trained Special Task Force of police commandos) started at first. With each incident they became hardened."

Attitudes have changed towards the gunmen of the Liberation Tigers of Tamil Eelam, too. Since the bloody series of massacres last week which stimulated the Indian action, the Tigers have lost a good deal of sympathy among the local population, and, indeed, much of the fear that they inspired is vanishing.

"People of the area, though they were supportive of the actions of the Tigers, were so because of fear," said one former politician.

Another leading Tamil, Dr Kingsley Swaminathan, the Bishop of Batticaloa, explained that, when the Tigers organized a demonstration against the Indian peacekeeping force, villagers waved placards reading "Indian troops go back", only through fear. "If they refuse they will not be spared by the boys," the Bishop said. "They must not mistake this fear for the people's support."

Now fear of the Tamils has diminished to such an extent that the names of those involved in last week's massacres can be easily ascertained. It was told, for example, that a local taxi driver's family was killed by a Tiger called "Niranjan Kingsley", and a goldsmith was murdered by two brothers, Dayalan and Puruchotan, known as "Sinnachi". An incident in Kiran a few miles away in which 21 people died, was masterminded by a Tiger leader known as "Devu".

Such details would scarcely have been breathed to a foreigner even a few days ago.

At the same time, there is an anxious disbelief that the Indians can ever win the kind of campaign on which they are now embarking. "It is a very

difficult task, a very enormous task disarming a guerrilla group," said one man. "They have not succeeded in doing it in Punjab."

"The Indian Army will have a very hard time to suppress the militants," said Bishop Kingsley. "Their mobility will be curtailed. Now they will have to go into barracks, as the STF did."

This is not to say that the Batticaloa Tamils are about to support the Government of President Jayawardene, which is still not trusted; many people point to continuing

settlement of Sinhalese farmers on local land.

"What happened to the Red Indians should not happen to the Tamils of this country," complained a local trade union leader, Mr J.C. Fernando.

Other local leaders point to several instances of Sinhalese settlements springing up with government backing.

"At Oluvil in Amparai district 40 to 60 families appeared and started putting up huts," said Father Chandra Fernando, Mr J.C. Fernando's brother. "The Citizens' Committee visited them and asked about their being there. They said the Government had promised them land, a house and a job if they came."

"In Kambuyamadu 55 houses have been put up to house disarmed home guards — all Sinhalese."

"We found the government agent of Amparai district putting them up without even contacting the local government agent. He simply said: 'This is the ministry's order.'"

The Tamils are bitter though at the Tigers' solution to the problem — kill enough Sinhalese to frighten the rest away.

Many of the Sinhalese in Batticaloa who died were friends, deeply dug into the community, who had been there for years.

The taxi driver, Mr Sugathapala, said to an interviewer last time ago: "I have the full support of the boys (the militant groups). I am only afraid of the STF."

After a meeting last week of the local militant command, Mr Sugathapala returned home one night to find his wife and two daughters killed.

The goldsmith, a former member of the Citizens' Committee, asked why he did not move away, told his colleagues: "All my friends are here. If I went back to my village I would have no one there." Both he and his wife were murdered.

Perhaps President Garcia's greatest political mistake was to warn everyone of his intention to appropriate rather than going ahead anyway in the tradition of Chile's General Allende (with whom some critics take delight in comparing him).

Undoubtedly the most interesting development is the emergence of Peru's great novelist, Mario Vargas Llosa, as a political opponent.



Mrs Aquino showing reporters in Manila yesterday how panels under her bed made it impossible to hide there.

Bedtime story angers Aquino

Manila (AP) — President Aquino of the Philippines yesterday filed libel charges against a newspaper columnist who wrote that she "hid under her bed" during the attempted coup on August 28.

"I have been called many names in the past, but this is the first time I am being alluded to as being a coward," Mrs Aquino said after signing the charge sheet against columnist Luis Beltran and four other officers of the Philippines Daily Star.

The President's lawyer, Mr Dakila Castro, said that the defendants face fines or imprisonment of between six months and two years if convicted.

Mr Beltran had written that the Government was panicked by the coup attempt and by fears of another attack by right-wing opponents.

"If you recall, during the August 28 coup attempt, the President hid under her bed while the firing was going on — perhaps the first Commander-in-Chief of the armed forces to have done so," he wrote.

The charges marked the second action by the Government within a week against media critics of the President.

The Government last week closed radio station DZME, which had broadcast commentaries by supporters of the ousted President Marcos.

Mr Beltran, who was jailed briefly under the rule of Mr Marcos but has criticized Mrs Aquino's leadership style, said he was using a figure of speech when he wrote that Mrs Aquino hid under the bed.

"It was not meant to question her courage but only to point out the fact that even as Commander-in-Chief, she was vulnerable during the August 28 coup d'état," he said. "I wasn't making fun of her, only expressing concern at the gravity of the situation, which stopped being funny."

Asked about Mr Beltran's defence, Mrs Aquino said: "That's his version." She described herself as a "woman of courage".

Mrs Aquino yesterday showed reporters her bedroom, where she displayed wooden panels beneath the mattress, indicating that it was impossible for anyone to crawl under for shelter.

Strike support muted

Manila — A national strike to demand a higher basic wage in the Philippines yesterday severely disrupted some industries, but the response was not as big as the trade unions had hoped (Humphrey Hawkesley writes).

The militant Kilusang Mayo Uno had called for a stoppage which would paralyse the country. Its officials said that more factories than expected were closed but admitted disappointment that public transport workers did not join in.

Police fired warning shots and dispersed several hundred strikers in one area. Up to 25 people were arrested.

The demand is for an across the board rise of 10 pesos (30 pence) a day to bring the minimum industrial daily wage to just under \$2.

Israeli gunfire kills West Bank mother

From Ian Murray, Jerusalem

A woman was killed and four other people wounded yesterday when Israeli troops fired live ammunition to break up an angry demonstration by stone-throwing youngsters in the West Bank town of Ramallah, 10 miles north of Jerusalem.

According to Palestinian sources, the woman was passing to collect her children from school when the troops opened fire.

Eight Palestinians and two Jews have now been killed in different incidents since the start of the month, and widespread unrest in the occupied territories has continued for the sixth successive day.

Israeli security forces are bracing themselves for more trouble this week, believing that Palestinian activists are trying to grab the headlines to coincide with the arrival here on Friday of Mr George Shultz, the American Secretary of State.

It has only just emerged that one of three Palestinians shot and killed in the Gaza Strip in an army ambush 10 days ago was a member of Islamic Jihad who escaped from prison in May.

Two of the four group members shot and killed by the Army in the Gaza Strip last Tuesday had also escaped from prison at that time, and it now seems likely that Shmuel, the counter-intelligence agency, has succeeded in breaking a cell of the group after the capture of three of its members two weeks ago.

Yesterday's demonstration in Ramallah was called in protest at the fact that 10 demonstrators in the Gaza Strip had been shot and wounded on Saturday, and at the tough way in which security forces used guns and tear gas to disperse crowds of Arab youths inside the enclosure of the al-Aqsa mosque in Jerusalem on Sunday.

Mr Nabil Asmar, who was shot in the back, said in hospital later that he was with a crowd of schoolchildren in the town's main square when they began throwing stones at soldiers. Suddenly there was gunfire and people were on the ground.

Shopkeepers in the town staged a commercial strike, and were joined by other shops in the Old City, where extra police were on duty after the shooting of a Jewish student on Saturday night.

Hebron was also tense after a brawl in the Cave of the Patriarchs — revered by both Muslims and Jews as the grave of Abraham — when a Muslim funeral entered the shared prayer hall during prayers for the Sabbath.

stone-throwing demonstration, a photograph of the new young "martyr" is posted alongside a picture of Mr Yasser Arafat, the PLO leader.

The dead boy's mother is teaching his sister, aged three, to make the "V for victory" sign adopted by the PLO. Two men visiting the family said they were good Muslims, but that they followed the PLO in its struggle to end the occupation.

Because Islamic Jihad is prepared to fight, however, the PLO has made overtures to it, and is believed to have helped to supply it with both money and weapons, even though their concepts of a liberated Palestine are contradictory.

For the moment, the PLO is content to use the enthusiastic Muslim manpower, and the Islamic fighters are happy to make use of the PLO's resources. For the moment too, the PLO seems able to count on the loyalty of the vast majority of the Palestinians, particularly on the West Bank.

Concluded

Secular PLO state. Groups of Jihad Islami (Islamic Jihad) will continue the struggle against anything that is against Islam. The jihad (holy war) will continue until the day of resurrection. You defeat one enemy, but that is not the end of the matter."

Inside the camps, where the physical presence of the Israeli occupation is always in evidence, the message of the inevitability of an Islamic victory finds enthusiastic support. It is a message heard more clearly in Gaza, where conditions are worse, and where the population has been cut off and less exposed to Western influence than on the West Bank.

In Balata camp, near Nablus, with 20,000 people, the largest and most openly rebellious in the occupied territories, there are few signs that loyalty to the PLO is waning.

In the sitting room of a family whose son, aged 12, was killed last month when Israeli soldiers fired live ammunition to break up a

would at last realize how moderate al-Fatah really is.

It is clear that the struggle between radical Islam and the secular PLO is violent. Rival student groups have already fought on the campuses at several of the universities.

Sheikh Abdel Aziz Odeh, a quiet-mannered, deep-thinking and radical Muslim, sees

Islam and Israel Part 2

the liberation of Palestine as central to the Islamic movement, but not its final goal.

Young men from the slum of Be'et el-Ghazal, known as "Be'et el-Ghazal" in Gaza, flock to hear him in the fine new mosque among the sand dunes by the sea. "Islamic groups will continue the struggle to create an Islamic state created by God," he said.

"We cannot talk about a

al surrender of its representative has effectively buried the last vestige of its authority in Fiji.

With what he calls "the housekeeping tasks" behind him, Colonel Rabuka is beginning to enjoy his revolution.

The cares of running a republic facing deep economic trouble appeared far away yesterday as he held court on the quarter-deck of the hydrographic survey vessel *Babale* in Suva harbour.

In a brief speech, Colonel Rabuka said any reports that Fiji had been expelled from the Commonwealth were premature. He did not believe the Queen would do such a thing. The fact that overthrowing an elected government automatically takes a country out of the Commonwealth appears to have eluded him.

In any event, nobody seems unduly concerned by the arrival of three opponents in Vancouver to lobby Commonwealth heads of government. Two ministers in the ousted cabinet and the former attorney-general will be presenting their case for economic sanctions and for a military force to be sent to Fiji.

A Foreign Ministry official at Suva harbour yesterday was dismissive of the mission. He said: "Such a long way to go for nothing. And also expensive, I suppose."

At the same time, the Crown Prince has been in Fiji on a fact-finding mission, and added that the King would make a statement on his report.

The Colonel's tactics of giving Ratu Ganilau the choice between supporting the revolution or fading into obscurity appear to have worked.

If the wall of royal resistance has not collapsed completely, it has been severely breached by the Governor-General's public acceptance of Colonel Rabuka's demands for constitutional changes.

In the absence of any immediate reaction from Buckingham Palace, the condition

Five die in blast at mock battle

Campello, Spain (AP) — Five people were killed and 33 injured here yesterday when a cannon misfired during a mock battle and set off a nearby box of gunpowder.

Four of the five victims died instantly and the fifth died on the way to hospital.

The accident occurred at about 8.15am as townspeople were re-enacting a 15th-century victory of Christian troops over Moorish forces.

Lauda licence

Vienna (AP) — The Austrian Government has granted the former world motor racing champion Niki Lauda a licence to operate his company, Lauda Air, as Austria's second regular airline.

Some party

Bulawayo (AP) — Zimbabwe police detained 150 children aged up to 12 for four hours after a neighbour complained of the noise at a birthday party. They were freed later.

Andorra slip

Andorra (Reuter) — The death toll in a landslide in Andorra rose to two yesterday and rescuers feared more casualties as up to eight cars may have been buried.

Army success

Paramaribo (AP) — The Surinamese Army killed two white mercenaries and 10 guerrillas in a weekend attack on the rebels' headquarters 100 miles south of Paramaribo.

Korea draft

Seoul (Reuter) — The South Korean Parliament has approved a new democratic draft constitution, clearing the way for a national referendum and free presidential elections.

African snow

Maseru, Lesotho (Reuter) — Eight herdboys froze to death in a freak blizzard which caused snowdrifts up to 9ft deep on mountain villages.

García's nationalization Bill backfires

From Nicholas Shakespeare, Lima

"What is the longest day in Peru?" asks a joke doing the rounds of Lima. "July 28, because it isn't over yet."

On that day President Garcia announced his intention of nationalizing the country's banks and insurance companies. With his future promulgation of the law on Friday night, Peru's longest day has ended at last.

In the 10 weeks since Señor Garcia's announcement — made exactly one year after declaring to the nation that nationalization was "the childish sickness of the left" — about the only thing which has ruled in Peru is chaos.

It was a decision taken less for financial than political consideration, to restore Señor Garcia's popularity after a round of sapping altercations with his previous prime minister. As a political move, it has backfired.

For one thing, nationalization has failed to inspire the enthusiasm of the shanty town communities who brought Se-

ñor Garcia, aged 37, to power two years ago. After two decades of state intervention, and with a national debt of \$15 billion (\$9.9 billion), no one has much faith any more in political magic wands.

For another, the small but influential middle classes are running scared. A record number of immigration enquiries to the British, Dutch and Canadian embassies reflect a growing fear that in threatening the actual property of Peru's private banks, President Garcia is also threatening the imagined property of the aspiring middle classes.

The bankers have also put up a more vociferous fight than Señor Garcia expected. Several hundred inspections by bank employees promise to cause legal trouble now the Bill is promulgated, and hardly a day has passed without the press carrying photographs of Señor Francisco Pardo, president of the Association of Bankers, and the mattress on which he

sleeps in the Banco Mercantil. According to Señor Pardo, the Government will have to remove both him and his employees by force.

Señor Pardo's cause has been taken up by a remarkably free press, which fears that if President Garcia's ruling left APRA party take total charge of the financial sector, then it is a short step to the nationalization, or at least to the state control, of newspapers and television stations (given that many such institutions enjoy large debts with the banks).

Much relief has gone into exploiting the evident predicament of the opera-loving Señor Garcia, or "Crazy Horse" as he is known. Rumours of his instability are rife, with threatened disclosures of psychiatric reports showing the full extent of his depression.

Sources inside the palace reveal that two weeks ago Señor Guillermo Larco Cox, the Prime Minister, tried to

hand in his resignation but was refused. They also claim that President Garcia rang up an opposition politician to say he regretted the whole nationalization issue, but that it was too late to go back.

Whatever the truth, it is clear he had no idea of what his action would precipitate. The man, who six weeks ago fancied his chances as the next president of the Non-Aligned Movement, now refuses to see any departing ambassador, let alone any visiting foreign correspondent.

Perhaps President Garcia's greatest political mistake was to warn everyone of his intention to appropriate rather than going ahead anyway in the tradition of Chile's General Allende (with whom some critics take delight in comparing him).

Undoubtedly the most interesting development is the emergence of Peru's great novelist, Mario Vargas Llosa, as a political opponent.

Appalled by Señor Garcia's Bill, the articulate Señor Vargas Llosa — who was once offered the prime ministry by the previous government — has emerged as the spokesman for the fragmented right against what he sees as the President's totalitarianism. Señor Vargas Llosa, who lives four months of the year in London, has attracted crowds of up to 100,000 at open meetings.

Whatever the immediate outcome, one thing is clear — President Garcia's act has split the country in two — something not even the Maoist guerrilla movement, Sendero Luminoso, has achieved.

Indeed, while the President has been fiddling with his nationalization Bill, the country has been burning. Large parts of the jungle are now controlled by either Sendero or the drug traffickers — and the situation is getting worse. As Señor Vargas Llosa says: "Who would invest one dollar in Peru? One dollar?"

Crown authority wanes as Rabuka wins over Ganilau

From Gavin Bell, Suva

In a brief speech, Colonel Rabuka said any reports that Fiji had been expelled from the Commonwealth were premature. He did not believe the Queen would do such a thing. The fact that overthrowing an elected government automatically takes a country out of the Commonwealth appears to have eluded him.

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Who is in charge of government policy on the inner cities? David Walker outlines the confusion, rivalry and duplication

The many hands making work



Ridley: inner-city strategy of bricks and mortar

The confidential calendar of Prime Ministerial engagements calls it (EUP). That stands for Economy (Urban Policy), a sub-group of the Cabinet's economic strategy committee. It is chaired by Mrs Thatcher, but when it meets today under Lord Whiteley, in the Premier's absence, it will be concerned not only with policy, but very much with two powerful personalities and the overlapping and sometimes contradictory policies which they oversee.

On the one hand is Nicholas Ridley, an arrogant English landowner, the contender at the Department of the Environment, which controls regional policy; and on the other is Lord Young, a genial businessman from the Department of Trade and Industry.

Both contenders call themselves Thatcherites, but their approach to the task is very different. Ridley is attracted to free enterprise as an intellectual exercise. Young as a practical challenge. Ridley focuses on urban aesthetics. Young on jobs. Indeed, their entire philosophy is at odds: Ridley defining his inner cities strategy as bricks and mortar, Young his in a quasi-mystical way as freeing people to find their essential (entrepreneurial) selves.

The journey towards today's meeting started on the steps of Conservative Central Office on election night when Mrs Thatcher seemed to commit the government to a new initiative for the "inner cities". That was the battle signal for the rival Whitehall departments to stake their claim. The Cabinet Committee's first job was to find out who was responsible for what.

(EUP) has before it the paper that has been prepared over a hectic summer by an under secretary seconded from the environment department to the Cabinet Office for the duration, Mr Eric Sorensen. His job has been to try to make better sense of the spread of responsibility for the inner cities between the various Whitehall departments. But the name of the game is not simply bureaucratic structures. It is all about the buzz phrase from Blackpool — "action for the third term". In other words, proving that a private sector (aided and abetted by public funds) can spread prosperity to the people who are, in the Prime Minister's eyes, still deviant.

Young and Ridley are not at loggerheads, but as the ministers go, so do their departments. Their projects overlap,



Yes, I have taken over the chairmanship and there may be a need to bang a few heads together. One of the main things is to get co-operation between departments

The Prime Minister, July 26, 1987

sometimes contradict each other, one slips his oar while the other digs deep into the river. As long as the programmes of public expenditure on the inner cities run by the Department of Trade and Industry and by the Department of the Environment remain separate there can be no sense of common purpose.

Two separate strands of policy emerge in their rivalry. One has its roots way back in the 1920s, when the long decline of the 19th century industries in South Wales and along the great estuaries of Scotland and the North devastated entire communities. This brought about schemes developed under the label "regional", with grants for assisting industry spread wide.

The latest assisted areas, after many changes, are shown on the map (below right). The shading shows where firms can get grants from the DTI.

But that map overlaps with another (below left) which is pinned up in the offices of the Environment Department. This represents the other strand of policy, to pump money into the cities. It

was in the 1960s that the Urban Programme was born. Fear of racial tension was a parent. In the 1970s governments took on responsibility for reconstructing cities that seemed to be running out of steam, literally crumbling, their young and active people sucked out to suburbs and new towns. Inevitably, responsibility was given to the giant department created by Edward Heath's government, the Department of the Environment.

In the 1980s, the two programmes have collided. Both the DTI and the Environment Department run Task Forces. What is the difference, when both have to do with jobs and social deprivation? Meanwhile, why should one department be paying grants to build factories on green fields on the edge of a city while the other is desperately trying to retain jobs in the city centre?

Both departments are at a crossroads. Lord Young has just ordered a review of the regional grants to industry, and has privately expressed his intention to phase them out altogether. Over at Environment, Nicholas Ridley has made no secret of his complete frustration with the "partnership" arrangements with local councils through which Urban Programme funds are disbursed. He wants them to end.

On the ground the picture is confused. Elected local authorities fit neatly into neither minister's territory. Their prerogatives are being taken over by civil servants. But the civil servants belong to departments with different rules.

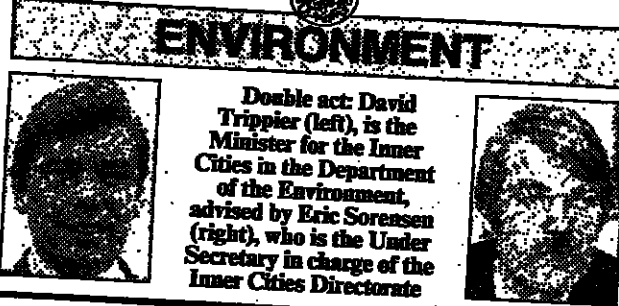
Eric Sorensen's task has been to apply sandpaper to these jagged edges between the departments. In anticipation of today's meeting both Nicholas Ridley and, on behalf of the DTI, Kenneth Clarke, have gone out of their way to say they can live and work together.

But voices saying that a coordinated strategy is needed still command attention. The spectre around that Cabinet committee table today is Michael Heseltine, the former environment secretary. His appeal — made again last week at the party conference — is for an inner cities programme involving billions of pounds of extra public money. He is clear that a single minister is needed to head it.

But that is politics. The final calculations are about men and jobs. And that means ministerial jobs, not work in depressed urban areas.



Young: a quasi-mystical way of freeing people



Double act: David Trippier (left), is the Minister for the Inner Cities in the Department of the Environment, advised by Eric Sorensen (right), who is the Under Secretary in charge of the Inner Cities Directorate

ENVIRONMENT

ENTERPRISE ZONES
There are 17 defined areas within which, for a 10-year period, firms are exempt from planning restrictions and local authority rates and qualify for investment grants.

URBAN PROGRAMME
This helps selected councils which face "exceptional urban problems" and will cost an estimated £232 million in 1987-88. The Department of Education and the DHSS will chip in a further £32 million, and the Department of Transport £10 million.

DEVELOPMENT CORPORATIONS
Their function is to secure physical, social and economic regeneration of defined areas with a maximum amount of private investment. Appointed boards exercise planning control and have the power to buy and sell land, and to build. The first were established in the London and Merseyside docklands; more recently they have been set up along the River Tees; in Newcastle and Sunderland; the Black Country of the West Midlands; and one in Trafford Park, a sprawling semi-dormant industrial estate in Manchester.

MINI UDGS
Soon to be established, they will operate on the same principles as development corporations, although within smaller areas.

DERELICT LAND GRANTS
To restore derelict land to use, grants are made to councils, firms and individuals. Reclamation is intended to be focused on areas of greatest need. Special rates apply in Assisted Areas and Derelict Land Clearance Areas administered by the DTI.

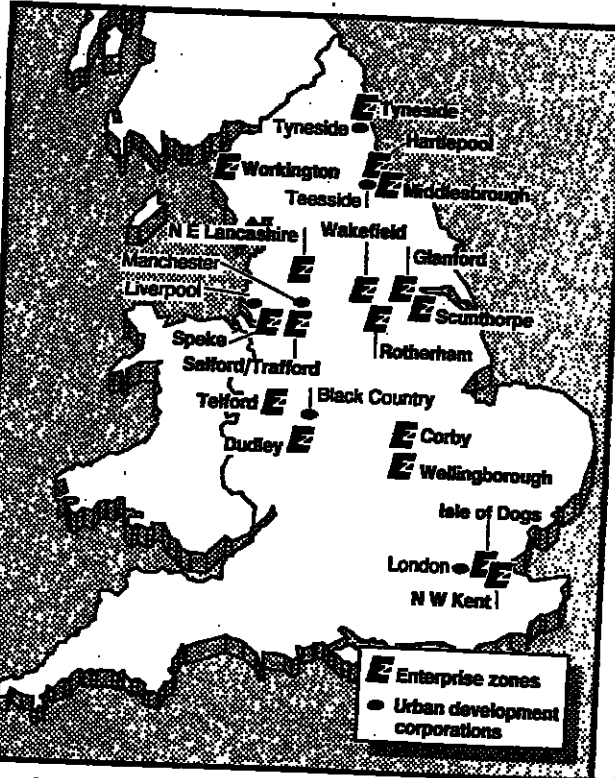
URBAN DEVELOPMENT GRANTS
The government will pay 75 per cent of a council's costs if it has a project that will bring in a private developer with a small site or single building in mind.

URBAN REGENERATION GRANT
Payable directly to private developers for bigger projects — the minimum acceptable size is 20 acres.

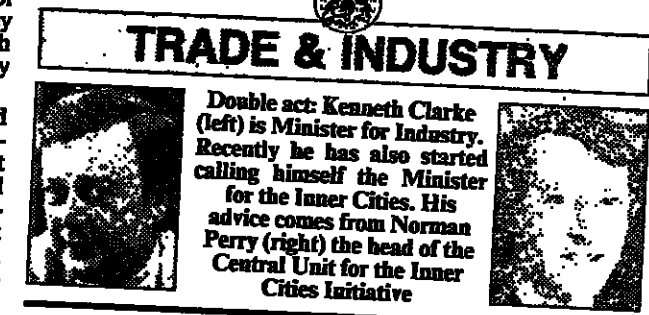
NATIONAL GARDEN FESTIVALS
Promotion of garden festivals in run-down urban areas. The programme began in Liverpool and continued in Stoke, Glasgow and Gateshead will be the next to benefit.

LAND REGISTERS
The department has compulsory powers to force councils and nationalized industries to sell land lying idle.

THE MERSEYSIDE TASK FORCE
A single high-powered team that monitors Liverpool council and acts as a co-ordinator for projects in Merseyside. It is a one-off, stemming from the Heseltine era.



A picture of confusion: in the Department of Trade and Industry's map (right), the shaded areas are where firms qualify for special investment grants. Urban England, with Enterprise Zones, is shown in the Environment Department's map (left)



Double act: Kenneth Clarke (left) is Minister for Industry. Recently he has also started calling himself the Minister for the Inner Cities. His advice comes from Norman Perry (right) the head of the Central Unit for the Inner Cities Initiative

REGIONAL AID
Firms wanting to move to assisted areas qualify for grants either automatically, in certain areas, or at the discretion of the DTI. Regional Development Grants are made for investment projects in manufacturing and certain services. Regional Selective Assistance provides help for smaller and medium sized firms, and also training grants. There is a special element for firms in areas affected by the run down of shipbuilding, textile, fisheries and tin.

The total bill for regional and general industrial support in 1986-87 was estimated at £388 million.

TASK FORCES
Transferred from Lord Young's previous department, employment, there are eight small teams composed of civil servants and people seconded from private business. They are focused on small, inner urban areas which together have a population of only 300,000 and are meant to stimulate the "micro-economy".

The areas are North Peckham in Southwark, south London; Notting Hill, west London; Chapelton in Leeds; Highfields in Leicester; north Manchester; Moss Side in Manchester; St Paul's in Bristol; Handsworth in Birmingham.

CITY ACTION TEAMS
These are ad hoc co-ordinating committees meant

to bring together civil servants from different departments. They exist in Newcastle-Gateshead; Manchester-Salford; Merseyside; Birmingham and in London.

ENGLISH (INDUSTRIAL) ESTATES CORPORATION
A quango operating in both assisted areas and parts of England "where private sector provision of premises is deficient". Its purpose is to build factories and develop property. It has been allocated £13 million for each of the next three years.

INVEST IN BRITAIN BUREAU
A branch of the department concerned with promoting investment — for example by alerting foreign businessmen to regional and urban grants available.

DERELICT LAND CLEARANCE AREAS
Areas where special rates of grant are available to reclaim land "incapable of beneficial use without treatment". The grants, though, are actually paid by the Department of the Environment.

EURO MONEY
The EEC provides around £300 million a year to the "assisted areas" within the Community. Applications from firms and local authorities for European assistance have to be channelled through the DTI, as do applications for aid from the European Coal and Steel Community.

SCOTLAND, WALES & NORTHERN IRELAND

Government activity in the Scottish inner cities is marked by two notable differences from that in England: a Scottish Development Agency — at least in Glasgow — the spirited cooperation of the local authority in regeneration.

The SDA is a full-blooded participant in joint ventures with private sector companies. It is generally credited with the growth of Silicon Glen — the arrival in west Central Scotland of high-technology companies.

But the SDA is almost as well known for its environmental responsibility, its most conspicuous scheme being the Glasgow Eastern Area Renewal, a project of refurbishment marked by the cooperation of the Labour-controlled district council.

Scotland has taken its share of certain English schemes,



Each generation brings a major social challenge and solving the problems of the inner cities is the challenge for later 20th century Britain

Douglas Hurd

better position to target them better and avoid overlaps. The Economic and Regional Policy Group manages Wales's enterprise zones and the Urban Programme is mainly for South Wales. A Cardiff Bay Development Corporation was recently established with the promise of £50 million of public sector investment.

Wales's pride and joy, however, is the Welsh Development Agency, whose main business has been promoting Wales to industrial investors.

Coordination in Ulster is achieved through the Department of Economic Development under a minister of state. It is responsible for both economic development and manpower training. Its executive arm is the Industrial Development Board for Northern Ireland which provides sites and factories and encourages investors.

INTERESTED PARTIES

A number of other Whitehall departments have an interest in the inner cities. The Department of Education and Science is currently promoting the City Technology Colleges. These follow the earlier initiative — now abandoned — of the Educational Priority Areas.

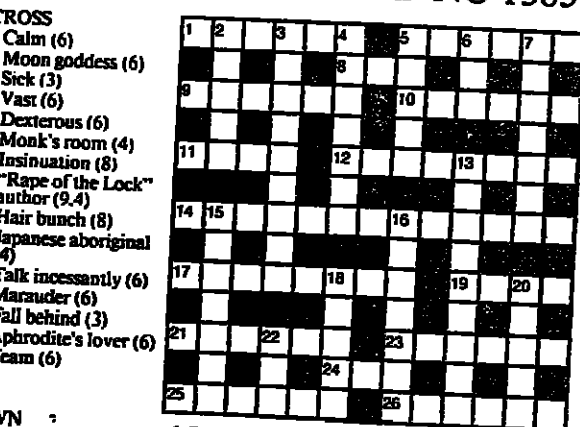
After Enoch Powell's "rivers of blood" warning, the Home Office established the Urban Programme, which moved to the Environment Department. Under the 1966 Local Government Act, the Home Office took powers to give special grants to councils in areas with large numbers of non-whites. These Section Two grants remain a source of money for projects involving black groups.

If a single minister other than Lord Young and Nicholas Ridley had to symbolize Whitehall's interest in

the racial element of the inner cities, it would be the Home Secretary, Douglas Hurd. His department has responsibility for immigration, the Commission for Racial Equality and the promotion of black business. And as the ultimate police authority in London, he has a large influence on police tactics and recruitment in cities across the country.

The inner city responsibilities of the Department of Employment are under a cloud. When Lord Young was employment secretary he oversaw the introduction of City Action Teams and it looked for some months as if his department would wrest the leading role from Environment. But he has moved on and taken his action teams with him. Norman Fowler is left with the Manpower Services Commission, many of whose projects have a direct relevance to the inner cities.

CONCISE CROSSWORD NO 1385



ACROSS
1 Calm (6)
2 Moon goddess (6)
3 Vast (3)
4 Dexterous (6)
5 Monk's room (4)
6 Insinuation (8)
7 "Rape of the Lock" author (8,4)
8 Hair bunch (8)
9 Japanese aboriginal (4)
10 Talk incessantly (6)
11 Macrauder (6)
12 Fall behind (3)
13 Aphrodite's lover (6)
14 Team (6)
15 Rower (3)
16 Progressive increase (5,3)
17 Stress (5)
18 Dancer's one-piece (7)
19 Take bigger (7)
20 Slating jumps (5)
21 Sibling's daughter (5)
22 Sweet roll (3)

SOLUTION TO NO 1384
ACROSS: 1 Studio 5 Age 8 Organ 9 Exhaust 11 Strategy 13 Snap 15 Inglenook 18 Hope 19 Adriatic 22 Disavow 23 Chill 24 Inn 25 Rothko
DOWN: 2 Tiger 3 Din 4 Owen Glendower 4 Ache 6 Sputnik 7 Mosso 10 Tops 12 Toga 14 Foci 15 Impover 16 Chad 17 Scale 20 Thick 21 Oven 23 Cut

WE LIKE TO FLY BUSINESSMEN ACROSS THE ATLANTIC ONE AT A TIME.

IN OUR FIRST AND CLIPPER CLASS, YOU'RE THE ONLY PERSON WHO MATTERS.



THE TIMES DIARY

Lucky Jim

The baby of the parliamentary Liberal party, Jim Wallace, looks set to land one of its trickiest jobs. The new chief whip, 33, is expected to be appointed to the key defence portfolio when the House reconvenes on October 21. His middle-of-the-road views should go down well with the Liberals and pro-merger Social Democrats. David Steel is also planning to appoint his deputy and former foreign watchdog, Alan Beith, as economic spokesman — David Penhaligon's old job, which has been a weak spot since his death last Christmas. Beith will almost certainly be replaced as foreign spokesman by the straightforward Sir Russell Johnson. Dashing Paddy "I don't want the leadership" Ashdown is stuck with attacking the proposed reform of Britain's schools, and Simon Hughes is expected to lead the Liberal opposition to poll tax. David Alton, who resigned as chief whip over his abortion bill last month, stays with the Northern Ireland brief.

Mixed grill

The sophisticated device of 20th century life, market research, has touched the Saville Club. The 119-year-old Mayfair literary establishment has sent a questionnaire to its 900 members asking them to consider, among other topics, the thorny issue of allowing lady guests at its breakfast table and "mixed-sex lunches" on Saturdays. At present women are allowed in the £400-a-year club as dinner guests of male members and during two-yearly balls. But all that may change. Even double bedrooms would be countenanced if members so wish. It seems, Club secretary Peter Aldersley assures me that the day women may join will not come soon. "It would only happen in stages." As far as I'm concerned they can stay as they are.

Walker's way

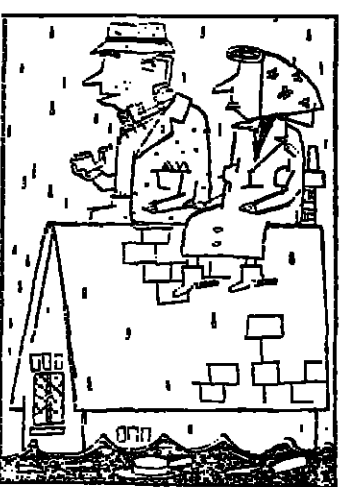
What affairs merited such attention as to keep three ministers away from the platform when the Prime Minister was doing her stuff last Friday at the Conservative Party conference? Of the absentees Lord Havers was convalescing and Malcolm Rifkind was en route to the United States. Peter Walker, the Welsh Secretary, was displayed his usual independence — during her televised speech he was packing up the car outside his Westminster house in preparation for the family's weekend away.

Colonel Rabuka's regime is tightening its grip. An official Fiji radio broadcast intoned the other night: "It was noticed some people went on picnics last Sunday... Firm action will be taken if people go on picnics tomorrow."

Hard soap

Critics, the brave new soap opera to be launched later this month in an attempt to win yuppie listeners to Radio 4, could be less costly than the BBC promised. One of its directors is none other than Anthony Quinn, the producer reprimanded by the BBC's director-general for a play denounced by Mary Whitehouse as a "nasty". Should Quinn indulge the taste for stabbing and dismemberment he displayed in his Saturday Night Theatre production, *A Memory Longer than Death*, we can expect characters in the new show to be written out in an even more spectacular way than Grace Archer.

BARRY FANTONI



"Over there, isn't that one of those new water meters?"

Up and under

Pity the climbers on the north-east ridge of Everest who have two extra difficulties to overcome: a near-revolution at their feet and a growing mountain over their heads. Although curfews and violent demonstrations in Tibet are thought to have had little impact on the British climbers attempting the unclimbed ridge, and Shishapangma, China's highest mountain, an additional difficulty has been raised by scientists. They have discovered Everest is (as everyone knew) the highest mountain in the world — but 107 ft greater than originally calculated. This puts it ahead of K2, which for a time was thought to be tops. Climbers, who understand such details say that 107 ft without oxygen at over 29,000 ft would have been better undiscovered.

PHS

Paul Vallely on a significant presence among nations in Vancouver

Will the West wean Mozambique?



President Chissano with Gorbachev in Moscow in February. Some countries, including Britain, believe the link is weakening

With the eyes of the Commonwealth leaders at their conference in Vancouver this week directed towards Fiji and Sri Lanka, the observers from Mozambique will slip largely unnoticed into their seats. In years to come, however, the virtual co-opting of a Portuguese-speaking socialist republic into the communion could prove of greater significance than any other decisions made this week.

Officially, there is no such thing as "observer status" in the Commonwealth. But a precedent was established at the last heads of government meeting in Lusaka when the host, President Kaunda, invited a Mozambican delegation to the country at the same time. Now the Canadians have followed suit, making the additional provision of conference seats for the Mozambican visitors.

Opposition to this comes largely from right-wing pressure groups and analysts who point out that Mozambique has an avowedly Marxist constitution, a Moscow-style party system and a highly orthodox Soviet economic structure. Support for the weaning of the Frelimo government from Marxism comes from aid agencies, the anti-apartheid lobby and from governments including Britain and the United States. They say that during the past three years Mozambique has moved radically away from the hard-left stance it adopted after independence from Portugal in 1974 and is now pursuing policies, including the acceptance of an IMF austerity package, which are moving it into the Western sphere.

Those opposed to what has come to be known as "the weaning option" are sceptical of Britain's current rapprochement. One such is Tom Schaff, of the right-wing

pressure group, the Mozambican Research Centre, in Washington. "Help to Mozambique softens the criticism over Britain's refusal to impose sanctions on South Africa. It fulfills the obligation which Mrs Thatcher feels for the assistance which [former President] Machel gave at Lancaster House during negotiations for majority rule in Zimbabwe. It protects the interests of British businessmen like Tiny Rowland, who is the largest single investor in Mozambique. And it is felt to consolidate British influence in the region."

Certainly Britain's role in supporting the Southern African Development Co-ordination Conference (Sadc) has been substantial since the group was founded in 1980 to reduce the economic dependence on South Africa of states in the region. Since then Britain has pledged \$819 million in development aid to Sadc states. Much of this is to be spent in Mozambique, through which pass the region's vital transport routes to the sea.

Bilateral aid to the country has

increased from £2.6 million in 1980 to £7 million last year. In addition Britain is contributing substantial amounts in emergency food aid and disaster relief to combat the famine and homelessness caused by drought and the war waged by the anti-government guerrillas, known by the Portuguese acronym Renamo. Mrs Thatcher has also stepped up a British Army training programme for Frelimo troops.

Those opposed to weaning are mainly students of Soviet foreign policy rather than Mozambique experts. They believe that the recent changes in Mozambique are a mere tactic to get the West to take over the financial reconstruction of the country which, later, will move back overtly into the Soviet sphere.

If President Chissano was serious, they say, he would allow free elections and restore to the Catholic Church its radio station. He would remove the Zimbabwean, Tanzanian and Zambian troops who are guarding the region's vital

railways. He would also expel Soviet, Bulgarian, Cuban and North Korean advisers.

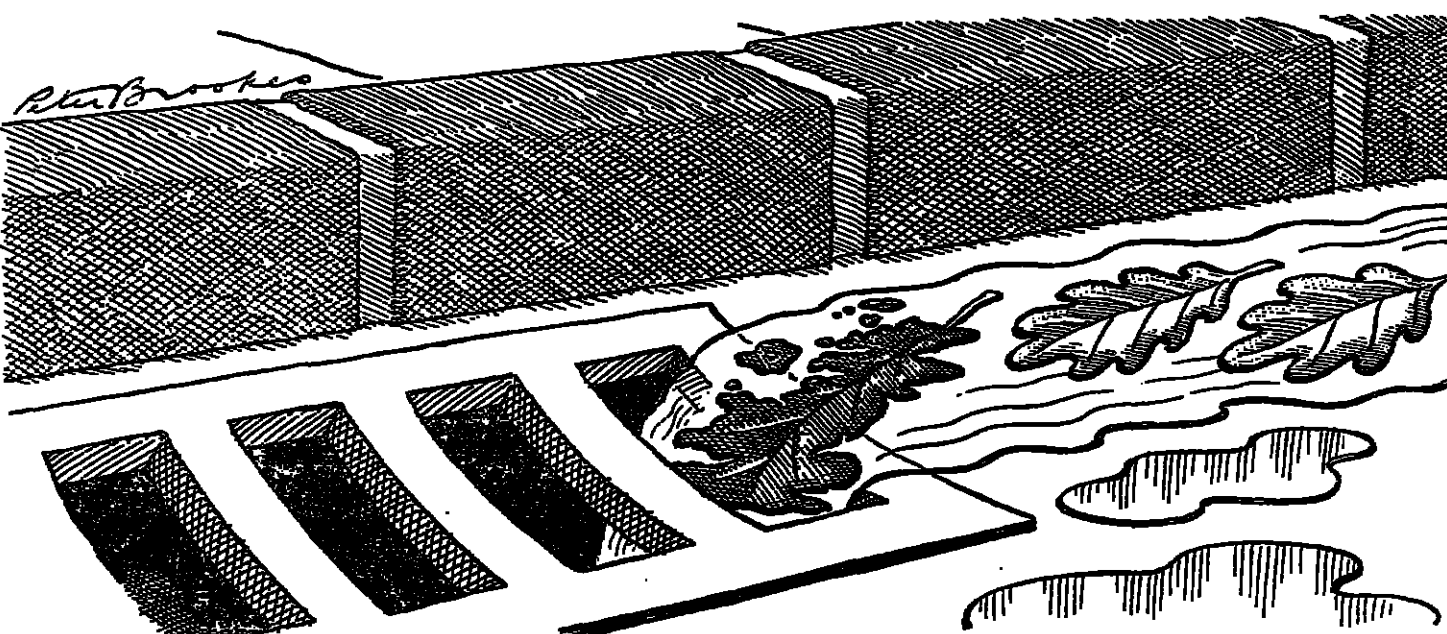
Mozambique watchers counter by saying that troop withdrawal is not a real political option, that religious tolerance is increasing, and that the economic changes, which were introduced even before negotiations began with the IMF, are too far-reaching to be a sham. They also read direct signs of a move away from the Soviet Union. Chissano is denying Russian military ships access to Nacala, said to be the finest deep-water port in East Africa. He has recently switched his UN vote whenever Afghanistan is raised from pro-Soviet to an abstention.

There are many views but little real evidence about the nature of the Renamo guerrillas. One side maintains they are pro-Western, free-market freedom fighters; the other says they are South African-armed warlords who live off the land like medieval brigands, have no real policies or credible leaders.

Whether the war can ever be settled except by negotiation is another matter. The country's Catholic bishops have said the government should talk to Renamo and be denounced by Chissano as "apostles of treason".

Western aid workers in the front line of Renamo attacks jib at the thought of talks. "It would be like asking the British government to negotiate with the IRA," said one. Right-wing groups like the Heritage Foundation in Washington prefer analogies with the Contras. But most observers feel the government will eventually have to talk. "We would just like to see Frelimo begin negotiations from a position of strength," said one Western official.

The death of Britain



Reflecting upon how to come to terms with 37 years in the House of Commons, an era in which he has seen, he believes, the dreams of Empire become the delusions of Commonwealth, the nation finally allowing its destiny to be absorbed into those of the United States and Europe

that has come to pass, what is it that you would not have been able to believe if, when you first took the oath in 1950, you had been told that you would live to see it? I begin by identifying something that would not have been incredible to me. In 1950, though the former Indian Raj was no longer ruled from Westminster, the remainder of the Empire which Britain had taken with her into the Second World War, in 1939 remained as before. Yet if I had been told in 1950 that, long before I ceased to be an MP, nothing would be left of all that but a dozen tiny specks here and there on the globe, I could have believed it.

I was to vote in 1954 against the treaty with Egypt under which Britain evacuated the Suez Canal Zone, not because I believed our foothold there was tenable but because of the hollowness of the pretence that we would be able to occupy it. I had already attained to the insight that Britain, parliamentary Britain, could no longer control territories with any appreciable populations of their own; but even the residual notion of a ring of strategic positions round the world had become unsustainable if we could not stay at the Isthmus of Suez. I consequently found myself startled and mystified by our disastrous reaction to the nationalization of the Suez Canal by Nasser in 1956. What else, I wondered, had been expected?

The speed with which the remainder of the Empire was dismantled also did not surprise me. What did surprise me — but ought not to have done — was to discover in the mid-1960s, that Kipling's "East of Suez" was alive and kicking in so much of popular and, apparently, official imagination. Didn't people realize yet, I wondered, that Britain was now the United Kingdom of Great Britain and Northern Ireland, full stop?

I was not, however, utterly blind to the almost unlimited capacity of my fellow countrymen for self-delusion. Anyone would have been dismissed as raving mad who in 1950 told the people of Britain that, by the end of the century, approaching one-third of the population of Inner London and of certain other areas of England would be negro or Asiatic. It was by drawing attention to that prospect more than a decade and a half later that I was to alter the course of my own political life and, arguably, the course of British politics. Yet, for all that, if a voice from heaven had told me in 1950 that Britain would do such a

thing to itself, I would have found the prophecy horrific but not incomprehensible.

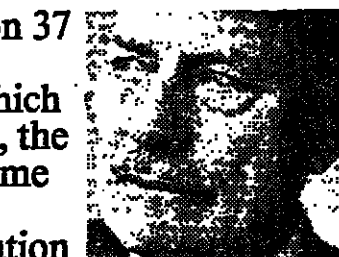
I already knew that the British, or at least those whom the British permitted to speak for them, were compulsively, besottedly, gripped by the delusion that something called the Commonwealth was making them "mightier yet".

When I contemplate, with benefit of hindsight, the one great central and agonizing astonishment and incredulity in which the later years of my political life have been lived, I sometimes think that, if I could have looked deeper after the Suez catastrophe, I might have discerned the seeds of a future which was already contained in the sunset delusions of Empire, and their sublimation into the delusions of Commonwealth.

The Suez fiasco cut deep into the consciousness of the British people. It had the same sort of effect as a nervous breakdown, similar to what America experienced after the Vietnam war but more severe. They no longer felt sure of themselves. They disbelieved that they could any longer be a nation, with all that meant in terms of independence, pride and self-confidence. It was at this point that British defence policy was wholly recast.

The revolution pivoted upon the nuclear deterrent and the power and will of the United States. The British decided they were henceforward secured against war and shielded from mortal attack by America's assumed monopoly or supremacy in nuclear weapons. The one condition was that Britain would be an integral part of that European alliance, which the United States embraced with its decisive military underwriting. Britain must needs be the faithful ally, which entailed conformity, as of necessity, with the aims, methods and philosophy of America's foreign policy and strategy. Disobedience would spell the forfeiture of security and exposure to the nameless perils, to say nothing of the economic consequences, of providing for the defence of the British Isles.

In this comfortable frame of mind, Britain brought conscrip-



I have now arrived at what would have been to me in 1950 incredible and still in 1987 remains incomprehensible, namely, that any House of Commons could pass such legislation or that the British people would tolerate it. I have been mistaken. The House of Commons did transfer its powers to an authority outside the realm, and the people of Britain not only did not care but continued to give their support and approval to those who had done this thing.

What then is, for a person to do, for whom political independence and parliamentary self-government are integral to his understanding of his own country and who cannot understand how the Crown in Parliament of the United Kingdom can be other than sovereign over all persons, things and causes within the realm? It is not a matter of an elected Parliament adopting policies or laws with which he disagrees. The Parliament which he thought he knew and the country which he thought was his have changed into something else. Where does he go?

I found no answer to that question. He can choose not to belong to the altered Parliament. That choice at first I took. But his own country a man can no more renounce than he can decide not to be the son of the parents who brought him into the world. I persuaded myself that it was defensible to seek to sit in Parliament as a member of a party which remained opposed to Britain's act of abdication. It was my punishment to be forced to witness the Parliament of the United Kingdom consent to share with a foreign state responsibility for the government of a part of the realm, and that the part for which I was elected to sit. I ought to have known better and realized that a Parliament and a country so sunk in their own estimation that they had transferred to an external authority the right to make their laws, impose their taxes and judge their judgements were not likely to be squeamish about doing the same to a small and helpless minority within.

I believe the philosopher C.M. Broad once demonstrated to his satisfaction that in a country at war the pacifist is in a predicament from which only one logical exit exists. The exit, he argued, was suicide. It may be so; but what if one's duty remains intact to a nation which by its own actions has declared itself no longer to exist? There is no way out then, not even by desertion.

This is an edited version of a speech to the Salisbury Group last night.

Tony Blair

Licence to print anything

One of Norman Tebbit's vaudeville acts as chairman of the Tory party has been to restore official blessings on the tabloid papers. The day after, the new-look *Star* proudly proclaimed this as endorsement. To those unfamiliar with it, *The Star* would make the average feminist look kindly on *The Sun*.

Mr Tebbit — the self-styled "ordinary bloke in the pub", except for the rather extraordinary number of directorships now reported to be winging his way — tells us that all the sex and nudity is just "harmless fun", no different from what so-called intellectuals like to look at in art galleries.

It is an interesting expression of the modern Tory morality. On September 7, *The Star* ran a feature on a young, under-age teenager, called Natalie Banus. She was pictured in various states of undress and we were told that she would be "topless" on her 16th birthday. Side by side with the pictures was a story about how she had been sexually molested when younger. The details were lingered over and we were told that though she had not liked what was done she had "enjoyed" part of it.

Some days later, the front page lead story was about a woman who had claimed she was raped, then admitted she had consented. There was nothing significant about her or her position in life; no point to the story other than that a claim of rape had turned out to be false. It is hard to think of a story more irresponsible or designed to inculcate exactly the wrong attitude to a crime whose main problem is the reluctance of victims to make a complaint.

Is this really "harmless fun"? If it is, then two thoughts occur. First, it is strange that Mrs Thatcher should be pursuing with such vigour the elimination of the more steamy sex scenes from our television screens, while apparently tolerating the same, if not worse, in the pages of newspapers. The "morally unstable", Mrs Thatcher's phrase, are to be denied moving pictures and speech, but still with stories are acceptable and even "fun".

But secondly this is the same Tory party that has repeated *ad nauseam* indictments of the "permissive society" of the 1960s and how that society led to our moral decline. It has been blamed for everything from sexual perversion to trade union militancy.

Yet the mores exhibited by the tabloids in general, and *The Star* in particular, are surely qualitatively worse. They are every bit as permissive; indeed permissive to the point of obscenity. But there is also crude exploitation of people, especially women, that

borders on insensibility. Notions of love and humanity appear positively unwelcome.

A cynic would say that the Tories turn a blind eye to the tabloids because, on the whole, they support the Tory party. *The Mirror* is an exception, but then it contains very much less sexually explicit material and pictures.

Perhaps, however, the real reason why Mr Tebbit, the opponent of the open society, becomes defender of one of its worst abuses, is the resonance between the value of the tabloids and those of the Thatcherite Tories. It is not just the frequent venomous attacks on "liberal" politicians, even Conservatives like Michael Heseltine (though to be fair *The Star* has attacked the welfare state proposals of the new Social Services Secretary). It is the ethos of "grab what you can, when you can" that pervades each and every page, together with an open contempt for those who do not share it. Like the new generation of city slickers hankering after the latest BMW, it is all about self, greed, acquisition, whether of people or of things.

In his speech to the Tory conference, the Home Secretary announced the establishment of a new broadcasting body "to act as a focus for public concern about the portrayal of sex and violence on television", with statutory powers of a wide-ranging nature.

Meanwhile the Press Council, we assume, remains as it is. This toothless old watchdog is the tabloid's best friend, with a bark that is minuscule and a bite that is less. It has no statutory power. It is a self-regulating body set up and run by those it is supposed to police.

If television (which, incidentally no doubt, tends to be more objective in its handling of the ruling party) is to be monitored so closely, then why is the press to escape scrutiny? If we accept that there are limits to broadcasting freedom and that public opinion should help form those limits, then why is the same not so of the press?

Public confidence in the popular press has never been lower. I have mentioned only one aspect, sexual licence; but there are many more, from the deplorable invasions of privacy to the plain fabrication of stories. It is high time we opened up our press to proper accountability. A statutory press body armed with real powers and able at best to act as a guardian of "fair play" in the reporting of events, and at least as a brake on the more obvious excesses, is long overdue.

The author is Labour MP for Sedgefield.

however... Henry Stanhope

First law of immortality

Thirty years ago next year, Cyril Northcote Parkinson achieved immortality with a dozen well-chosen words. Nelson, Wolfe, the Pharaohs and Guy Fawkes had to die to do so, while the Tolpuddle Martyrs had even to go to Australia. But Mr Parkinson (no relation) is alive, well and prosperous and is living no further away than the Isle of Man.

"Work expands so as to fill the time available for its completion" is the law of human behaviour which he drafted. I have a sneaky feeling that he has, by his own example, proved it wrong. But let that pass.

Immortality, though, is a very funny thing. Schubert, Mozart and Proust managed it quite quickly. Gladstone, Lloyd George and Churchill took much longer — and had to work tolerably hard for it. So too in their way did Judge Jeffries, Dr Crippen, Dick Turpin, Napoleon Bonaparte, the Kaiser and Rasputin. Sirs Donald Bradman, Stanley Matthews and Len Hutton are still candidates for high table in Valhalla (after working their passage in a fairly enjoyable manner) — but have yet to pass the searching test of time. I know a number of kind of place who have claimed a kind of immortality by adding to the richness of our argot with, for instance, "jump jet", "Eurocrat" and "swing-wing" — even one who conceived, as it were, that classic, neo-Victorian euphemism "the pill".

It was after all our own illustrious precursor William Howard Russell who dreamed up "the thin red line" (he actually wrote "streak", which shows that even reporters can be misquoted). Nor am I in any doubt that it was some head-scratching hack in search of a headline who emerged triumphantly with "the Iron Duke". "Puffing Billy" and "The War of Jenkins's Ear". But this kind of donation to our mother tongue and folklore is usually anonymous. Minor poets usually suffer from a similar disregard.

You can always try saying something memorable, as long as there is someone there to listen. Edward Grey did so with "The lights are going out all over Europe". The French General Bosquet came out with "C'est magnifique mais ce n'est pas la guerre", but has since often suffered the humiliation of having it attributed to the wrong man.

You can open a shop (Messrs Boot, Harrod, Fortnum, Mason, Debenham, Freebody (though what's happened to him?) and W.H. Smith. But that's a pretty

chancy occupation. You can become a famous scientist (Watt), build something tall (Eiffel) or long (Magnin) or walk over Niagara Falls on a tightrope (Blondin). You can develop an interest in funny clothes (Wellington, Raglan or Cardigan), junk food (Sandwich, Earl of), luggage (Gladstone) or transport (Brougham).

But the safest path to everlasting glory is, to my mind, through writing a law. This was the route chosen by men like Ampère (the amp man), Newton (the apple man) and, of course, Boyle — without whose law no scientific education would be complete. Archimedes had his Principle, Pythagoras had his Theorem and Avogadro his Hypothesis.

I was never very good at chemistry in school — an understatement if ever there was one — but through some freak of nature learnt Avogadro's Hypothesis (Ava Gardner's High Prosthesis as we knew it) off by heart. In fact, I have never forgotten it. It was the one question which our chemistry master could always ask me if an inspector came to call. "Equal volumes of all gases at the same temperature and pressure, contain the same number of molecules sir" piped up young Stanhope, bold as brass, from behind his bunsen burner. The visitor always went away most impressed, believing no doubt that a young prodigy was emerging from behind the bunsen burner, though in truth I had no idea what it meant or why Avogadro said it. Still, that's immortality for you.

Now if Avogadro could do it, or for that matter, Cyril Northcote Parkinson, should it be beyond the scope of others among us to inscribe our names for ever in the nation's memory bank? I sometimes lie in bed drafting out a few laws of my own — though until now I have never dared expose them.

For instance: "The speed of legal reform equals the cost of lunch at the Garrick, plus the circumference of the Lord Chancellor, divided by the number of lawyers in Parliament"; or "The decline of literacy in London schools is in inverse proportion to the number of expert advisers employed by Ilea"; or again "Equal volumes of journalists, in the same temperatures and under the same pressures, make the same number of mistakes in their expenses".

So far, the only effect has been to increase my respect for Mr Parkinson — much more of whom next year...

Tony Blair
ence to prim
anything



1 Pennington Street, London, E1 9XN Telephone: 01-481 4100

NO SPACE FOR BRITAIN

Cocooned in a cloak of nonchalant indifference, the Trade and Industry Minister, Mr Kenneth Clarke, this weekend brought to a climax months of speculation over the future of Britain's participation in the European Space Agency. The Agency has plans to put Europe at the forefront of space exploration and development. Britain, we are effectively informed, is not going to have a future in space.

Space scientists had been waiting to hear whether the Government was prepared to increase its annual contribution to the ESA's budget from £116 million to around £300 million — thereby guaranteeing Britain a major role in the Agency's proposals for the future. It has finally been given an answer: no.

The reasoning behind Mr Clarke's decision is becoming familiar. Arguing that it is the private sector which will enjoy the benefits of the ESA's intention to build the Columbus space laboratory, the Hermes mini-shuttle, and a new and more powerful version of the Ariane launcher, Mr Clarke insists that it is the private sector which should also foot the bill.

On this occasion, however, Mr Clarke also decided to add insult to injury. By dismissing the entire European space enterprise as a "hugely expensive club" with "over ambitious programmes," he added rudeness to our reputation for meanness and myopia.

When the other members of the ESA meet at The Hague in three weeks' time to make the final decisions on the shape of the proposed European space programme, there will be the raising of a few eyebrows. But, albeit with some regret, Europe will go ahead without us. Britain will remain on the sidelines of an initiative that will shape the contours of industry and technology in the 21st century.

This is not the outcome that the minister anticipates. Although acknowledging the importance of space technology and exploration for the future health of the British economy, Mr Clarke is adamant that if Britain is to have a role in extra-terrestrial developments, it is company profits, not the taxpayers' money

which should, and in the minister's opinion will, finance them.

What troubles British space scientists, however, is the virtual absence of this conviction in Washington, Tokyo, Paris, Bonn and Rome. Not a single one of these countries is prepared to run the risk of leaving the initiative for space research and development exclusively in the hands of the private sector. All are enthusiastic supporters of substantial levels of government funding.

The source of this scepticism lies not in any general doubts about the effectiveness of private initiative, but more in the ability of the private sector to cope effectively with the size of the specific task in hand — particularly in the early stages of a very lengthy programme — without government assistance.

The private sector has seized its opportunities in communications satellites, and launcher vehicles. The establishment of British Space Ventures, which seeks to co-ordinate the activities of the space industry, is an illustration of the effectiveness of the private sector in areas of proven commercial viability.

Few believe that such initiatives will be duplicated in the more risky areas of futuristic research, as symbolized by the Columbus, Hermes and Ariane projects. Yet a failure to participate in these programmes would be the 20th-century equivalent of being bypassed by the coal, steam and iron industries of the 19th century, and would secure for the Government the mantle of Ned Ludd.

The ESA's plans for space research and development will have a far reaching impact on the European economy in the decades ahead. Any country that fails to participate risks opting out of its own future. By insisting that the private sector should shoulder the responsibility for a task for which it is manifestly unprepared, the Government will have to bear the odium of generations of Britons for turning its back on space.

A JUST DECLARATION

Since the Republican hunger strike of 1981, the Government has had to face a rise in electoral support for Provisional Sinn Féin, the "political wing" of the IRA. Some recent signs suggest that this tide may have been turned; around a fifth of the voters who supported the party in 1983, did not do so last June. None the less that left 83,000 people casting a vote for a party which functions as an advertising agency for men and women who murder other voting citizens in the province.

These votes are a collective self-deception. People who are unwilling to support violence openly can do so in private; the secrecy of the voting booth helps preserve a lethal ambivalence. Much that the British and Irish governments have attempted since 1981 — the signing of the Anglo-Irish Agreement in particular — has been directed at encouraging those 83,000 citizens of the United Kingdom inside Northern Ireland to choose democracy over armed conspiracy. Their task is not made easier by politicians south of the border — including Mr Haughey at the weekend — orating about Anglo-Irish relations from the graveside of Wolfe Tone, venerated by Republicans who support what a later century has come to call the "armed struggle".

The British Government's latest move is to suggest that those standing for election to local councils should be required to declare that they will "neither support nor assist" any banned organization. Several objections can be foreseen.

It will be complained that this is inconsistent with practice on the mainland (although considering the romantic affection for the IRA, which some Labour local councillors have expressed in the past, arguments for extending the measure beyond Northern Ireland may be heard). It will be said that if Sinn Féin rhetoric cannot be dealt with under anti-terrorist, public order or sedition legislation then there is no justification for infringing civil liberties any further. It will be said that such a cumbersome procedure will hand Sinn Féin an opportunity to make a fool of both government and law by evading the spirit of the measure.

The first two objections can be answered as

one: special circumstances demand special remedies. The proposal effectively extends the scope of existing legislation because it has failed to stop local councillors using their position to advocate and defend violence as a political method. It is a specific remedy to a practical problem: the offence caused to democratic practice as a whole, and to the majority of councillors in particular.

That offence is a problem worth solving on its own. In addition, the Government has to try to make democratic politics worthwhile in the province. The presence of 58 Sinn Féin representatives among 650-odd councillors hardly enhances the appeal of a career in local politics for non-Republicans.

The broad arguments for the declaration are also arguments for proscribing Sinn Féin altogether. The Government's discussion document does not rule this out, but bypasses the problem by reference to the urgency of the problem inside the councils. It is to be presumed that the Government's own arguments against proscription are utilitarian: that in present circumstances it would backfire by vastly increasing the publicity afforded to Sinn Féin, who would be able to relaunch themselves as the hapless victims of a Government determined to outlaw not only Republican activity but ideas too.

A version of that argument will be mounted against yesterday's plan, but it will be a protest against a choice, not a ban. It is thus a subtler weapon in the hands of the Government, provided it is well-used. The question of whether breach of the declaration should be punished by criminal law sanctions or should simply lay the councillor open to private litigation under civil law has been left open. It would be unwise, however, to pretend that this is a matter simply between councillors: the criminal law is required.

There are certain to be "embarrassments" for the Government in headlines to come. This does not constitute a reason for holding back on any and every opportunity to reduce the symbolic influence and prominence of a political organization dedicated to the obliteration of the political process itself.

the birth-rate by means of financial disincentives?

The decisive argument against Government intervention, in this as in every other activity, is not religious or moral (though such arguments are legion) but practical. However laudable its intention, such interference seldom if ever has the desired effect.

In parts of modern China the result of the official one-child policy, is an unnatural preponderance of boys (because couples dispose of baby girls until a boy comes along), and Singapore has had to reverse its policy of "two's enough" (though I understand that my wife and I would have been permitted four children, as we are both graduates).

Closer to home, West Germany continues to sport one of the lowest birth-rates in the world in spite of all the money which successive governments have thrown at the problem.

I am sure that most readers will, like me, derive comfort from the fact that an activity which is as essential to the continuity of society as child-bearing and rearing is controlled from a deep recess of the soul which no cheque book can reach.

Yours faithfully,

MARCUS DAVISON,
Forest Mount,
12 Amersham Road,
High Wycombe,
Buckinghamshire,
October 6.

Child benefit

From Mr Marcus Davison
Sir, May a proud father of five children reply to Mr Clatworthy's suggestion (October 6) that the Government should seek to lower

Sulphur emissions

From Mr Andrew Kerr
Sir, I refer to your report today (October 8) concerning the announcement by the CEBG of its programme to cut sulphur emissions from three power stations.

One would be able to extend the move some welcome were it not that the same programme, involving three power stations and costing £600 million, was previously announced by the board back in September, 1986.

One is left wondering why it is that Britain, consistently the largest sulphur emitter in Western Europe (according to United Nations figures) is mounting such a modest programme involving only three out of 40 power stations. West Germany, in comparison, is spending £9.85 billion on similar efforts between 1983 and 1989, by which time 80 per cent of its stations will be "clean".

A further question must be why the clean-up is to be staged over 10 years, when a far more extensive programme could be completed in five, given that the CEBG claims to be taking the threat from acid rain seriously.

Yours faithfully,

ANDREW KERR (Director,
Acid Rain Campaign),
Greenpeace UK,
30-31 Lexington Green, N1,
October 8.

Repenting at leisure on electricity?

From Professor Ian Fells, FENG
Sir, As Mr Parkinson and the rest of the Government begin to appreciate the awesome problems posed by the privatisation of electricity, they must see the £37 billion prize receding into the middle distance, or at least I hope they do! This really is a case of more haste, less speed.

Privatisation problems are soon discovered. What about the second pressurised water reactor station the CEBG need to order almost immediately as they contemplate the 12 GW (gigawatts) of new plant required by 2007? When they begin planning inquiry the inspector will no doubt ask who is to build, own and operate the station and, if the answer is "We don't know", the inquiry is likely to be adjourned. The same will be true for the two coal-fired stations due to be ordered before the end of the year.

If, as an entrepreneur, I decide to form the Fells Power Generation Company (North East) Ltd, I will go for the simplest and cheapest technology available and quickly build gas-turbine plant which will give me the best financial return. If the Government orders me to burn coal I will expect to buy on the world market.

Rejoinder on prices

From the Chairman of the London Electricity Board
Sir, Your report, "Electricity and the public," (October 5), says that electricity savings "worth tens of thousands of pounds" were identified in one London borough and that faulty meters won it a rebate from the London Electricity Board. It also speaks of "secret tariffs".

There are no such things as secret tariffs. All are published and are, moreover, extremely simple in structure and presentation. Our tariff literature makes clear that tailor-made arrangements are available for customers whose needs are too out of the ordinary for a comfortable fit within the basic structure.

Unifying courts

From Mr Michael S. Howells
Sir, The leaders of the judiciary and of the Bar are mounting a concerted attack on the concept of a unified Civil Court; the former because it sees the proposal as an attack on the status of the High Court and the latter because the Bar fears that its monopoly over rights of audience in the higher courts will have been lost.

At the Bar Conference, the Lord Chief Justice, Lord Lane, is reported (September 26) as having said that the collegiate body which it is suggested should co-ordinate the work of the courts is a method of executive control by the Lord Chancellor. This is surely a misunderstanding of the position.

The Lord Chancellor is already responsible, by virtue of the Courts Act, 1971, as a minister to Parliament for the High Court and for the county courts. The idea which has been floated is that the judges should assist the Lord Chancellor in a collegiate body which would take an overall view of needs and priorities between the High Court, the County of Appeal and the crown court.

It is proposed that the Civil Court should be divided into three tiers and the top tier of judges (to be known as Supreme Court

Posteriority and British Coal will have to look after themselves, but my electricity will be efficiently produced and cheap.

The high-risk, low-return prospect of nuclear power, with an open-ended question over decommissioning and the ever-present emotional reaction towards an accident anywhere in the world, will certainly inhibit any further nuclear power development. Our simplistic, market-led energy policy could well lead to such a future for private electricity generation.

Will the investors really rush to buy 90 power stations, including eight ageing Magnox nuclear stations ripe for decommissioning, together with 40 or so old and inefficient coal stations? And, if they do and then fail to realise the quick profit they have become accustomed to, what will be the political repercussions for Mr Parkinson and the Conservative Party?

Yours faithfully,
IAN FELLS,
University of Newcastle upon Tyne,
Department of Chemical and Process Engineering,
Merz Court, Clarendon Road,
Newcastle upon Tyne.

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As to electricity meters, although frequently maligned, their accuracy record is without rival. They do very occasionally develop faults (usually in favour of the customer) and we are quick to rectify any billing anomalies which arise as a result.

Yours sincerely,
JOHN WILSON, Chairman,
London Electricity Board,
Templar House,
81-87 High Holborn, WC1.

judges) should exercise jurisdiction in all major disputes, the judges in that tier dealing with the most legally, politically and commercially important cases.

The arguments in favour of a unified Civil Court are, quite simply, overwhelming. Outside London, a litigant goes through the same doorway to find both the county court and the High Court. In many provincial offices of the court the same person is required to know county court procedure and High Court procedure: two sets of forms, two sets of procedure, and two very expensive books of practice. The system is confusing for the litigant, confusing for the staff who have to remember which procedure to apply) and confusing and wasteful for the taxpayer, who has to pay for the duplication of effort.

Neither would the proposal for a unified Civil Court affect of itself the rights of audience of either the Bar or solicitors. If a unified Civil Court, on the Law Society model with three tiers of judges, is accepted, then there is no reason why the Bar should not retain its present monopoly of right of audience before the top tier, if that is Parliament's wish.

Yours faithfully,

M. S. HOWELLS,
17 Hamilton Terrace,
Milford Haven, Pembrokeshire.

Education vouchers

From Dr Gavin Alexander
Sir, Marjorie Seldon (October 7) states that the 1977 voucher feasibility study organised by Kent County Council indicated no insurmountable difficulties. I feel it necessary to correct this somewhat optimistic interpretation of the study.

The report pointed out some formidable problems in introducing a voucher system, not the least being the opposition of the teachers who would be involved. How would teacher quality be assessed and interpreted? Would it be through a listing of teacher qualifications and experience alone, or would other factors be described?

The survey noted: Devising a means of evaluating teacher quality and presenting this in an understandable and acceptable form to parents would be an undertaking fraught with difficulty.

Documented experiments with vouchers are very few, and limited in their range. It is ludicrous to suggest that a survey carried out in Kent in 1977 can be lifted off the drawing board and dusted down for the late 1980s; the study indicated huge problem areas.

Yours faithfully,
GAVIN ALEXANDER,
6 Valley Drive,
Sevenoaks, Kent,
October 7.

Giant puffballs

From Police Constable G. B. Oliver
Sir, Mr Bush (October 9) recommends fried puffball mushrooms.

As a serving traffic patrol officer with the Surrey Constabulary on the M25, I would like to point out that pedestrians and stopping are both prohibited on motorways (other than emergencies).

Motorway madness takes many forms, but please — no mushroom pickers in lane 3 of the M25.

Yours etc.,
G. B. OLIVER (PC 1405),
The Traffic Centre,
Burmham, Guildford, Surrey,
October 9.

Struggle for power in the air

From Mr C. Darke
Sir, The latest offensive on Airbus Industrie by Boeing and McDonnell-Douglas seems another attempt to restrict European aircraft sales throughout America. Their case is the usual one of "underpriced" Airbus products. This, they say, leads to "unfair competition" and can only take place because of Government subsidies. But there is another side to this story.

Well over 30 per cent of every Boeing 767 airframe is built outside the United States. Up to 49 per cent of the projected 777 programme will be manufactured abroad. Most of the manufacturing participating in these Boeing programmes receive direct financial support from their governments for that participation — in other words, no different to what the Airbus partners receive from their governments.

As far as the market is concerned, one wonders why the American companies are kicking up such a fuss. They have 91 per cent of their own home market to Airbus's 2 per cent. They also dominate the European market: 63.3 per cent of all aircraft on the national airlines of the Airbus countries are built by Boeing and only 8.4 per cent by Airbus.

Airbus are certainly hoping to increase their share in the world market — and why not? We hear so much about free enterprise and competition these days that one would have thought enthusiastic capitalists such as the Boeing Corporation and McDonnell-Douglas would welcome the Air-

bus challenge. There will be a total need of over 7,000 aircraft in the next 20 years. Airbus hope to capture 30 per cent of that. In an expanding industry this leaves plenty of opportunity for the American industry to double its output.

European growth means steady employment in a high-tech, labour-intensive industry that, without Airbus, would be almost totally dominated by America.

Boeing and McDonnell-Douglas must accept this slight intrusion into their domination of the market. The task of Airbus Industrie is to ensure that a worthwhile and self-sustaining share is obtained for Europe.

Yours faithfully,
C. DARKE (National Organizer),
Technical Administrative and Supervisory Section,
Park House,
64-66 Wandsworth Common
North Side, SW1,
October 8.

ON THIS DAY

OCTOBER 23 1923

The Duke of Windsor, in a King's Story, described how, when Prince of Wales, he was struck by the beauty and grandeur of the Rocky Mountains and his imagination fired by the tales of a cattleman from the foothills of the range. "On an impulse," he wrote, "I bought a 4,000-acre ranch".

THE PRINCE'S RANCH.

A FINE PROPERTY.

(FROM A CORRESPONDENT IN CANADA.)

It was during the Prince of Wales's visit to Canada in 1919 that he determined to become a ranchman and obtained possession of the Priekito Ranch, in the south of Alberta, now the E. P. Ranch, or the Prince of Wales Ranch, twenty-five miles from High River Station, on the Macleod branch of the Canadian Pacific Railway.

The Prince's ranch, oblong in form, extending to three miles by two miles, is in the centre of the finest ranching district of Alberta, beautiful in its verdant green stretches as far as the eye can reach. The low rounded hills and valleys are ideal alike for the grazing of livestock — cattle, horses, and sheep — and for sport. In the southern half of the area of this ranch is a duck-frequented lake of considerable extent, which is capable of being stocked, according to the ways of the country, from Government fish hatcheries.

The residential quarters, even with an addition which has been made to the west wing for the accommodation of the Prince's staff, are a modest frame house of the ordinary type, with creeping-hung verandah. The livestock barns for cattle, sheep, and horses lie to the east, and with the headquarters building form a crescent-shaped group facing the south, all situated about 3,400ft. above sea level.

THE ROCKIES. To a considerable distance to the west, whence come the warm winds of spring, are to be seen the sharply jagged peaks of the Rocky Mountain range over rolling grass country. To the south, beyond some rising ground, are to be found splendidly sheltered and watered pastures for cattle. Open spaces, clothed with natural grass of very special quality known as prairie wool or buffalo grass, are cut in alternate years for hay, which many with practical experience regard as superior to timothy hay.

THE PRINCE AT WORK. The Prince has taken part in the general work of the ranch during his present visit. He began chaffing sunflowers soon after he arrived. The six, built of wood, stands at the west of the most imposing building of the group — the brand new, up-to-date cattle barn erected on the wooden log principle, for some valuable pedigree Shorthorns which were imported from England and others that are to follow. The Prince's chief object is to benefit the stock-breeder of the West and to this end he proposes to send out from time to time the surplus stock of his own farms in England, supplemented by purchases of high-class stock. To carry out his idea all the animals on the ranch are on offer at reasonable prices. Annual sales of increases will also be held. This year three Clydesdale fillies were imported and one was passed on by request to the Clydesdale stud of Alberta University to be used in the training of agricultural graduates in the animal husbandry course. The top price of \$15,000 for a shorthorn bull was recently secured — the "record" price for Canada during the past three years.

The ranch is not a philanthropic institution, but a venture run on commercial lines and intended to pay its way. Benefit to the country will be possible along various lines of activity. Light horse breeding will be stimulated by the services of "Will Summers," a beautiful well-known thoroughbred, with an excellent four-year-old racing record on the English turf, lent by the King.

TECHNOLOGY TRANSFER

FOCUS

A SPECIAL REPORT

Projects start to pay

British government aid for the advancement of high technology, while often the subject of much criticism from those who consider the amounts available derisory, has in recent times been channelled towards collaborative research.

With the Thatcherite principle of value-for-money being uppermost in the minds of ministers, the Department of Trade and Industry last year conducted an assessment of the full range of innovative support on a sample of large, medium and small companies.

In particular, the evaluation of the Manufacturing Advisory Service, now part of the Business and Technical Advisory Service, showed that more than 8,000 assisted consultancy projects had been undertaken since the service was launched in 1977.

More than three-quarters of the participants had implemented the consultants' recommendations, normally within 18 months "with significant benefits and rapid pay back", according to the DTI's last science-and-technology annual report. A study of 14 important projects supported by the Requirements Boards showed that three projects in research associations concerned with tableware, leather tanning and the shoe industry, were yielding national benefits of £20 million a year, compared with assistance between 1976 and 1980 of £2 million.

Edward Townsend
Industrial Correspondent

Under the banner, Universities Work for Industry, a group of 12 universities and colleges is jointly promoting at Techmart the inventions, contract research and other technological services they have to offer business and commerce, writes Pearce Wright.

Some of the larger universities are staging their own show. Those newer to the game of selling their expertise to discerning industrialists are joining under a special universities information unit created by the Committee of Vice-Chancellors and Principals.

Over the last six years the schemes devised by organizations in higher education for feeding scientific ideas into industry have

Where science and industry can meet

This week sees the fourth anniversary of a very successful venture that has brought to the world of high technology the ideas of the magazine, *Exchange & Mart*. The event is the Techmart exhibition and conference, at Birmingham.

It is a unique forum at which companies, universities and polytechnics and financiers meet to exchange ideas and inventions, and, most important, to forge new commercial partnerships.

Blue-chip companies like Rolls-Royce and GKN will rub shoulders with highly innovative small firms. Some of the minnows were barely in operation at this time last year. But their growth over the past 12 months is "proof of the pudding" testimony of the purpose of Techmart, which puts into practice the ideas that are embraced by the phrase "technology transfer". Attempts to make better use of Britain's research and inventiveness are not new. However, the need for a forum for a direct exchange between all those involved in the many stages of innovation, from the basic discovery to manufacture and marketing, reflects the fact that much of the ingenuity in the laboratory remains unexploited.

Nevertheless, it took an American survey to show that over a 20-year period, the UK was responsible for more than 50 per cent of the radical breakthroughs in innovation, against 25 per cent from the US. Unfortunately, when it came to putting those advances

into production, US firms were six times more successful, converting 257 to major industrial advantage against 45 for the UK. Yet there is unanimous belief by industry, the Government and academic institutions that future prosperity hinges on the successful development of new-technologically-based industries.

Earlier this year the former director-general of the Confederation of British Industry, Sir Terence Beckett, said: "Technology never stands still, even in the most traditional industries, and it is no respecter of national boundaries."

In contrast, a study by the Department of Trade and In-

There was a lack of expertise for the essential job of transferring technology from the laboratory into industry and through to the market-place.

In making a list of future high-tech businesses, there are obvious places to look for candidates with the vast area of information technology, embracing electronics, communications, computers and satellite technology coming top of the league. But chemicals and pharmaceuticals, the motor industry and aerospace are also high on the list.

However, as the participants in Techmart show, an equally vital dimension for industrial innova-

have a chance to improve the efficiency of their businesses by exploiting the developments coming from one of the acknowledged world leaders. At the other end of the scale is an individual such as Bob Moorhouse, who through his own company, Moorhouse Technology, was striving for many years to exploit better ways of carrying out one of the basic operations of industry: the forming and shaping of materials. He believed that the future lay in his ideas for "coaxing" metal without using high pressures and massive machinery.

He saw benefits and economies in speed, in the savings in materials and energy, and in the consistent quality of components. Those objects could be anything from complex shapes on bars and tubes to diesel engine piston rings. But it was not until Mr Moorhouse was offered a space on the stand of the 3M company last year that his inventions bore fruit. His first visitor was the managing director of a big engineering firm with whom development contracts were negotiated. Other firms followed, and he returns this year to sustain the flow of technology with other companies, but which took so long to establish.

The story behind this remarkable example of technology transfer needed a new breed of people who could link together industry and university to help it to fruition.

Pearce Wright
Science Correspondent

The New Technology Exhibition opens at the National Exhibition Centre in Birmingham today and will end on Friday

dustry revealed that a third of British companies had no corporate strategy for dealing with high-tech projects. And one in four firms had made no effort to alter their production processes in the last five years to take account of the advantages offered by new technologies.

An even more worrying feature was the discovery that only one in five managers had a professional background that might help them grasp the opportunities on offer from innovation. Lack of trained manpower emerged as a major stumbling block for exploiting the possibilities available from the UK's strong science and engineering base in universities.

One comes with the realization that advances in individual technologies, such as computers, will play an increasing role in reshaping old industries like machine tools and textiles. Of course, exactly that has happened in the newspaper industry. And an example of new technology in publishing will be on display.

The number of industrial leaders, such as Rolls-Royce, prepared to cooperate in raising awareness of the importance of technology transfer is disappointingly low. Yet Rolls-Royce is prepared to seek licensees for many of its technologies in advanced engineering, so that many hundreds of medium and small companies

Universities play entrepreneur

expanded. They range from offers to sell firms' licences for innovations to renting space at one of the new science parks, which are mushrooming alongside most universities and polytechnics.

There are different varieties of science park. Some are intended particularly as "nurseries", for the start-up of young firms in new technological fields. Others are more like property developments, raising income to make up for the shortages caused by cuts in university spending. Others, like Imperial College, in central London, are

creating separate companies through which to run commercial operations.

Examples of innovations from the 12 universities and colleges mark great advances in research. But they also cover areas of work in which UK teams have internationally acknowledged reputations. Southampton University is highlighting developments in optical fibres used in communications systems, in which beams of light rather than electrons carry the information. And metallurgists at Sheffield University have de-

vised a method by which ribbons of super-alloy are formed in a split-second from their molten state.

A clearer indicator of the growing understanding between academe and industry is the presence of the London University School of Oriental and African Studies among the scientists and engineers. It is a very practical recognition of the needs of exporters. The school has devised special courses to help business executives export to Japan by training them in language and appreciation of the attitudes they will meet in

export markets. The gap between Japan's rapid climb in high technology and the UK's slower performance has caused concern. It is reflected in the trade each year by Japan and Britain in buying and selling licences for inventions.

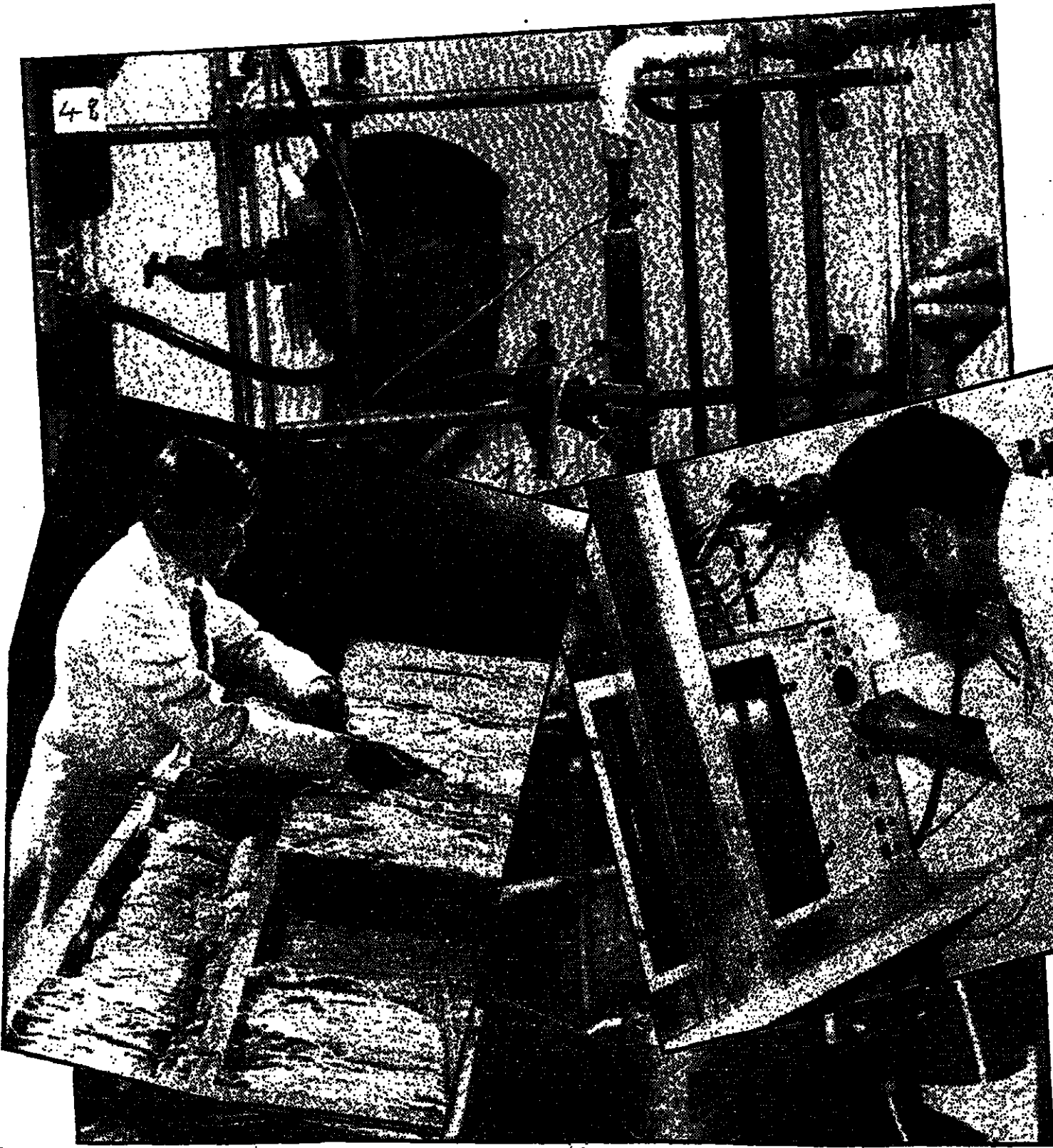
The most recent figures show that British firms and inventors received nearly £650 million from selling licences abroad. And UK firms spent more than £590 million in importing technology. In the same period, the Japanese spent £1,600 million on buying licences, and sold just over £495 million.

In addition, the value of licences sold by Japan has risen by five times over the past 10 years.



Sylvia Barton: winner of The Times Techmart Innovator of the Year Award

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First lady of high tech

It is barely 10 days since Sylvia Barton, managing director of Hi-Tec, which does research and development in metals technology, heard that she had won this year's *The Times* Techmart Innovator of the Year Award.

Since a stand at the exhibition, which opens today at Birmingham's National Exhibition Centre, goes with the £10,000 award, this left her just five clear working days in which to plan her strategy, plan publicity, get it printed and deploy her resources.

The challenge could not unnerve her. Barton is small, extremely competent and well-organized.

Hi-Tec works at applying highly specialized technological expertise, particularly advanced casting techniques, such as squeeze casting, and its transfer to the manufacturing industry. In lay terms, it finds how materials can be cast to fit their purpose.

The company's origins are very much what the Techmart award is all about. Sylvia Barton's husband has a distinguished academic background in metallurgy and especially solidification processes. Early in his career, he was awarded both the Mappin Medal and the Iron and Steel Institute Prize; his research on squeeze casting is now the most-

advanced in Europe.

The couple met at Cambridge, where he was doing research and she was teaching geography. They married and went to Australia. Professor Chadwick to the Foundation Chair in Metallurgy and Materials at the University of Queensland. Sylvia to bringing up her three children.

In 1978, her husband took up a Chair in Engineering Materials at the University of Southampton. When outside consultancy came up, Sylvia helped with the administration. She took a short course in business studies and a diploma in mathematics teaching. The children grew older.

"Then everything fell into place," Sylvia Barton said. "A small contract came up that was too big to handle on a private basis. We thought that if we set up a company, we could recruit a team of the most-

gifted engineers emerging from Southampton University."

That was in 1984. The couple — he as senior research consultant, she as managing director — took space in Southampton University's Science Park. One contracted to another.

Last May Hi-Tec overflowed and moved to a nearby industrial estate, where it occupies 6000 sq ft. Staff includes three engineers with PhDs and two technicians.

Sylvia speaks enthusiastically of the team spirit and of her own role as "enabler": everything from driving someone to a conference to doing the VAT. She has since been on two more advanced business courses and is full of pleasure at the way that small companies like hers share a spirit of camaraderie and lend each other parts.

What Techmart means to

her is another step towards stability. "At last we're beginning to feel assured," she said. "It takes time: long-term contracts phased in with smaller ones. Now we can make plans. We see our research activities expanding into other areas of casting processes and machinery; we want to forge closer links with the university and we want to expand our graduate staff."

The runner-up to Hi-Tec for the 1987 award is a company that provides information, via computer, on electronic components that have gone through quality control. Dr Donald Radley, who runs his Codus Limited from the Institute of Information Technology in Sheffield, started his project in the 1970s at the university.

His aim was to find a way of making available to manufacturers the information on specifications and standards of electronic components, normally sample tested by manufacturers themselves and checked by the National Inspectorate, but never previously easily available to other companies.

By 1980 Dr Radley, who has been involved in computers for 30 years and was one of the first researchers to do computer in Cambridge on a computer, had his system working. Sponsored by the Defence Ministry, the data bank was initially geared to manufacturers of electronic components for the defence industry.

Then it grew. In 1985 it was decided to move outside the university and by the end of the year Codus Ltd had been set up on a commercial basis.

Now it has 13 staff, and UK clients include Rolls-Royce and British Telecom. It receives 400 inquiries a week and turnover is budgeted at £300,000.

Three further awards (open only to exhibitors) will be announced and presented during the course of the show:

• The Rolls-Royce Poster Session Award, for an academic paper with commercial possibilities: a trophy and £250.

• The RASE International Award, for the best-presented commercially viable technology: a trophy and free consultancy.

• The Inventalink Awards, which match companies seeking technology to inventors with something to offer: three medals, and free consultancy.

Stockport, who started in February this year, producing something like a "mega Meccano from which you can build your own robot". The finished result is a sizeable area and has applications in everything from a simulated tractor spraying crops to the dipping of plating and the cutting of materials by laser.

Stockport, who started in February this year, producing something like a "mega Meccano from which you can build your own robot". The finished result is a sizeable area and has applications in everything from a simulated tractor spraying crops to the dipping of plating and the cutting of materials by laser.

Caroline Moorhead

Innovators who chased the title

• Robert Moorhouse, whose Moorhouse Technology Limited, based in the Mechanical Engineering Department of the University of Birmingham, has pioneered a machine design that will form metal components with the minimum of metal loss. His specialization is aerospace materials, as used in aerospace, and precious metals.

• Dr Lynden Owen, of Stix Technology Ltd, 1-5 The Harrier, Rousey, Hampshire, who has devised a system whereby data can be transmitted from one point to another without the expense of laying new cables. Computers, telephones and so on can be linked either via radio, or existing cables — eg, the mains.

• Axtel (UK) Limited, of North Abbey Business Park, West Glamorgan, which produces high-quality, A4-size monitors with exceptional definition. The product is called Wyswys; ie, "what you see is what you get".

• Gordon Humphreys, of Crocus Limited, Hazel Grove, Stockport, who started in February this year, producing something like a "mega Meccano from which you can build your own robot". The finished result is a sizeable area and has applications in everything from a simulated tractor spraying crops to the dipping of plating and the cutting of materials by laser.

Bank that keyed into a promising new market



Bullock: new team

Barclays Bank, sponsor of Techmart, has become the self-appointed leading private sector provider of high-technology loan capital to companies trying to find a place in one of the world's most competitive industrial sectors, writes Edward Townsend.

The bank estimates it has captured about half of the UK demand for such loans and claims to have built up enough managerial and technical expertise to fend off the competition.

The other banks have to be content, at present, with splitting the other half of the market between them. Mr Bullock, corporate finance director responsible for technology loans, says Barclays now has more than 4,000 high-tech companies on its books, borrowing in total about £2.6 billion.

He said of the activities of the Barclays high-tech team: "We lend to companies rather than projects; we are basically not an equity provider."

The team was set up in 1983, initially as part of Barclays' corporate marketing operation, but later took on a more specific role with the arrival of Mr Bullock. Twelve banking managers work full-time on the team, which leads money directly as well as being responsible for the training of 65 people in the branches which are lending to smaller companies.

He added: "We have an electronics engineers in the team and a number of consultants we can call on to test the technology. But we are all banking specialists and I think we know our markets well."

"We can use our technological capability to understand the development plans of potential clients and we have built up considerable knowledge. I suppose we have looked at 1,500 business plans in this team."

The Barclays approach is to study the market for a specific product and assess its potential if this is considered to be critical to the credit judgement. A company's perform-

ance is monitored and further judgements are made about how the size of the loan being sought relates to original budgets.

Typically, the enterprise financed by the Barclays team is one with a business already created, possibly at low capital cost, which is then expanding with a new, specific project. Mr Bullock said the bank is not in the business of lending money for start-up research-and-development work.

In the Barclays team's judgement, many of the budding borrowers are not good enough to attract venture capital. In this situation, Mr Bullock believes he can offer constructive advice and prevent the collapse of a poten-

tially winning idea. Mr Bullock said: "Some people come along with a new wizard gizmo dreamed up as the result of some general expertise, but the operation is high risk and costly because many of them do not have enough experience in business. One of the answers we would offer is to base the business more on this general expertise and so generate a cash flow and some nice debtors."

Lending at the bottom end of the market — and three-quarters of the Barclays team's loans are to small companies — is fairly easy, says Mr Bullock, "and we can arrange loans more generously."

But there is a significant gap between the market for loans of £150,000 to £250,000 and those who want, say £500,000, the level at which the venture capitalists start. "Start-up money in between those hands, perhaps £300,000 to £400,000, is much more difficult."

"The sad truth is that it is still very hard to raise equity. Three years ago it would not have been a problem, but there have been some ill-starred investments. Starting a

small technology-based company that is going to grow rapidly is a hard task managerially."

Barclays' list of customers is varied and impressive, however. There is a firm in Southampton making monitoring equipment which detects wear in transmission systems, another in Yorkshire that makes microwave defence communications equipment, and one in Oxfordshire producing high-intensity lighting systems for airport runways and emergency services.

Many are in specialist systems software such as the Enfield firm which produces complex software interfaces used by IBM and other computer giants.

"In 1985 we had the worst downturn in 15 years and electronics and software companies were hit. But our business has risen steadily and now reflects general growth in the electronics sector."

It was a natural progression from establishing the high-tech team to sponsoring Techmart. Mr Bullock said: "We think that Techmart is one of the ways in which by defining the technology coming out of companies and universities to other companies that help to exploit it, we can make more efficient use of our science base."

While the Alvey programme is concentrating on wider collaboration among companies in pre-competitive technology, Techmart is concerned more with incremental technology created in universities and companies but where there is a lack of capital to exploit it.

An example from Mr Bullock is last year's display at Techmart by the Environmental Research Council of its work on plants and silicones to create an aqueous environment for desert areas. "That work was for a specific project," he said, "but it may well have very good applications in forestry and nurseries in the UK. Techmart was a good way to show it to the public."

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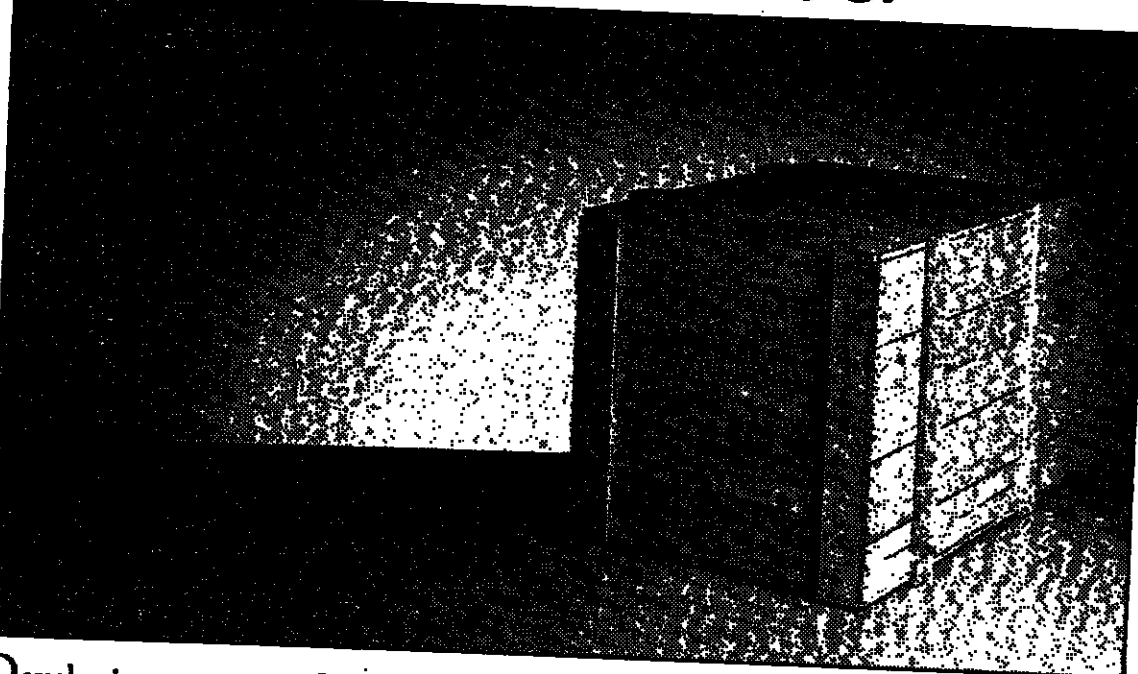
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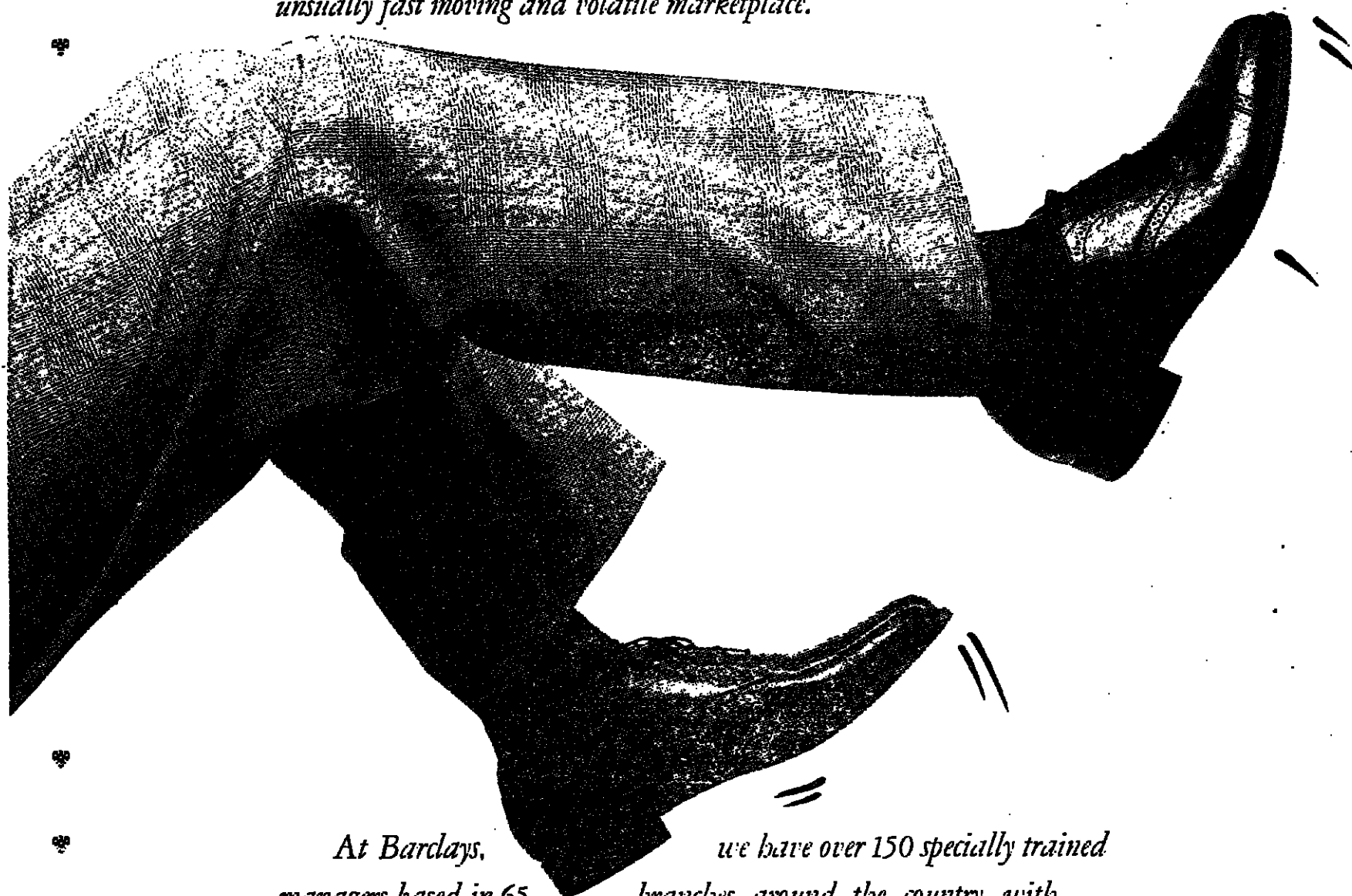
Once you've got your company up and running, it can come as an unwelcome surprise to discover that your bank does not understand the rather special financial requirements of the high tech industry.

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Not everyone, for instance, is aware that the development period before a new product shows a profit is considerably longer in a high tech business.

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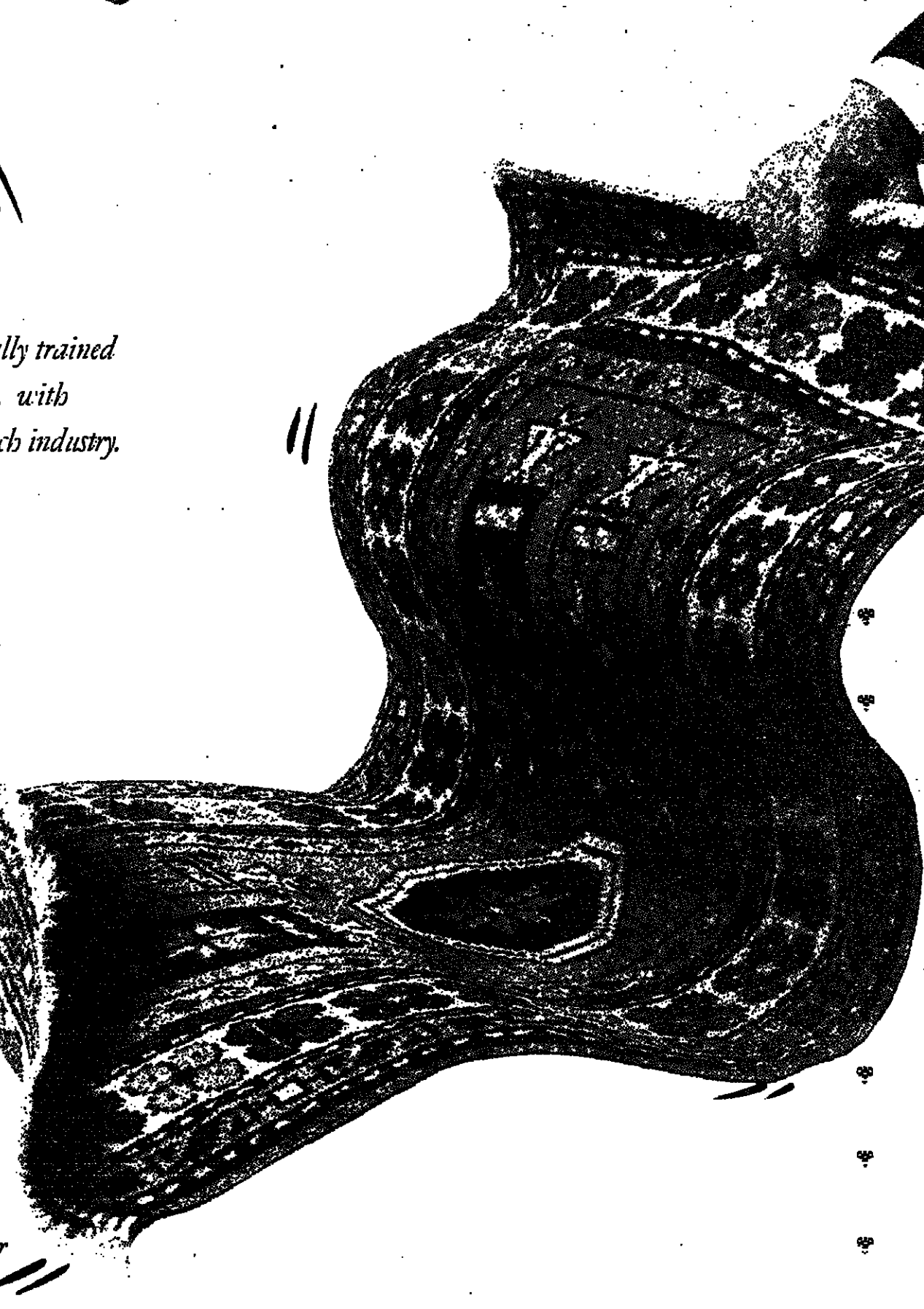
Above all they are well practised in the art of shaping a development plan designed to help companies through the bad times as well as the good.


In view of all this, it is perhaps hardly surprising that more than half of Britain's high technology companies (over 4,000 of them, in fact) bank with Barclays.

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TECHNOLOGY TRANSFER/3

How the research makes money

There is one key ingredient of the recipe for technological survival that Britain certainly does not lack: inventiveness. But increasingly any significant hi-tech product requires sophisticated equipment to bring it to the point of commercial reality.

This is a major stumbling block for many of Britain's hi-tech entrepreneurs, on whose success the Government lays so much emphasis. Financial institutions, notoriously reluctant to back ideas needing long-term investment, frequently demur at the prospect of putting up several hundreds of thousands of pounds for, say, product testing equipment which is unlikely to pay for itself for many years, if any.

Growing numbers of companies are turning for help from the Department of Trade and Industry's four Industrial Research Establishments: the Laboratory of the Government Chemist, the National Physical Laboratory, the National Engineering Laboratory and the Warren Spring Laboratory. Despite their disparate origins and initial purposes, the four laboratories have been brought together by the DTI to back its aims for support of industrial innovation.

Funded by the Government, they have expertise and equipment often beyond the means of single firms and are playing a key role in both giving access to their resources, and acting as coordinating bodies for major industry initiatives launched by the Government.

The Laboratory of the Government Chemist can trace its origins back to 1842. But over the last few years, it has been active in promoting the commercial application of biotechnology in the UK. A biotech unit has been set up within the LGC with a remit

Considerable scepticism

to increase awareness of the potential of biotechnology, to encourage industry to exploit that potential and to share the risk of innovative projects.

Three-year grants have been awarded for a wide range of such projects, from waste treatment to work on biosensors, and a number of companies have already reaped the benefits from the technical input from the LGC.

One specific area of biotechnology in which the LGC believes it can play a crucial part in reducing the risks facing new companies is

in so-called biotransformations: the conversion of one chemical into another by using living cells or enzymes. Biotransformations hold the promise of enabling specialized chemicals to be made simply, or to make chemical production more efficient.

But such novel technology is often regarded with considerable scepticism. To overcome this, the LGC has formed a joint venture with the biology department of the University of Kent at Canterbury, called Biotrans, which carries out feasibility studies, training, and back-up services for companies who think they could usefully exploit biotransformations, but do not want all the risk.

The National Physical Laboratory, founded in 1900, is the UK's national standards laboratory, responsible for setting up and overseeing the system of measurement of length, time and other parameters that play a vital role in British industry.

The NPL is one of the world's leading centres of this increasingly important field, and is now coordinating funding of innovative research and development projects that are likely to lead to improvements in manufacturing techniques, and the development of commercial products.

Engineering remains the leading wealth-creation industry in Britain and the DTI's National Engineering Laboratory, based in East Kilbride, Scotland, carries out long-term research in collaboration with industry partners to help maintain the country's standing in engineering expertise. Set up in 1947, it earns 10 per cent of its revenue, about £2 million, from technology transfer activities.

Some of the collaboration has opened up multi-million pound world-wide markets. In June, for example, the result of five years of

Principal area of expertise

collaboration between the NEL and Shell and Esso hit the headlines with the launch of an evolutionary hydraulic pump powered by sea water instead of oil.

The Warren Spring Laboratory, near Stevenage, Hertfordshire was set up by the former Department of Scientific and Industrial Research in 1959 to help industry by making expertise and equipment available, particularly at the pilot stage, in return for fees.

Warren Spring was set up to fill

in the gaps not covered by the other Government laboratories. Industrial-process technology soon became one of the principal areas of expertise offered by the laboratory.

WSL is world-renowned for its work on pollution control, an aspect of manufacturing technology ignored for centuries but now crucial to the acceptable operation of many companies. The laboratory has both developed and assessed anti-pollution devices for companies in fields as diverse as motor vehicle exhausts and the control of the stench from maggot breeding plants.

In common with the other DTI laboratories, a number of WSL developments have been licensed by the British Technology Group, ensuring that both Britain, and the inventors themselves, get the benefit from their inventiveness, in a further example of technology transfer from the laboratories.

Robert Matthews

● Contacts: LGC, Cornwall House, Waterloo Road, London SE1 8XY (01-211 3499); NPL, Queens Road, Teddington TW11 0LW (01-977 3222); NEL, East Kilbride, Glasgow G75 0QU (03552-20222); WSL, Gunbells Wood Road, Stevenage, Hertfordshire SG1 2BX (0438-741122)

Alvey: will inertia follow success?

The single biggest impetus to Britain's information technology industry, providing it with its first major opportunity to become world-competitive, has come from the Alvey Programme, writes Edward Townsend.

The five-year, government-funded project has been an outstanding success in pulling industry and academia together in pre-competitive research into IT.

Though future state support for the programme is uncertain, and there are dire warnings of world-class research teams being broken up, it is clear that Britain now has a much firmer and more credible research base for the computer industry of the next decade.

At the third annual Alvey Conference at Manchester University Institute of Science and Technology this summer, 90 of the projects fostered by the scheme were on display. It was described as "the greatest collection of advanced British IT developments ever gathered together".

The programme is named

after John Alvey, technical director of British Telecom, who in the early 1980s headed a committee that recommended to the then IT minister, Kenneth Baker, that government and industry spend £350 million on bringing academic research and industry together.

There was a need for an urgent effort, said the committee, to prevent the British computer and electronics industries being overwhelmed by the so-called fifth generation computer programme that was launched in 1981.

Western nations had been alarmed by the Japanese fifth generation report which spoke of a computer for the 1990s whose intelligence "would approach that of a human being with abilities of learning, associating and inferring just like ours".

Britain's response was Alvey, which identified four enabling technologies which should be the subject of the collaborative research: software engineering, the man-machine interface (MMI), intelligent knowledge-based

systems (IKBS) and very large scale integration (VLSI).

Through software engineering, IT designers were to be given more efficient ways to generate the programmes that operate their computers; MMI means finding better ways of

communicating with computers using touch, sign and sound; IKBS is a method of giving a computer expert knowledge and applying it by inference and reasoning to a specific task; and VLSI is the technology for manufacturing ultra-powerful microchips.

Today, Alvey comprises 200 industry-led co-operative projects, typically with two or three firms and one or two academic teams working together on each project. More than 100 firms are involved in research projects and another 200 on the awareness side.

Brian Oakley, the former secretary of the Science and Engineering Research Council who became the programme director, said in his recent report on Alvey achievements: "For products to reach the market before most of the R & D is even completed is not what would be normally expected from a programme of pre-competitive research."

"Yet that is what has happened with the Alvey Programme. Innovative products are already on sale; processes are already in commercial use; and almost all of the project teams already know what products are for the market, and by whom and when."

Among the products now in commercial use are instrumentation for fabrication of integrated circuits and memory chips offering faster switching speeds than the Japanese or American competition.

In software engineering, the main achievement has been to link the academic world's "formal methods" to industry and open the way for much improved software.

Mr Oakley said: "Their widespread use will revolutionize software writing, and the economic consequences will be considerable — on a par with those of the revolution in civil engineering during the last century."

Now, however, there is a growing disquiet among the academics and the industrialists that the Government's interest in Alvey is waning. For months a decision about future funding has been awaited and some of the bright people recruited to research teams have left for jobs elsewhere. But Mr Oakley stresses that some researchers are turning to the European Commission's Esprit advanced IT programme and several community clubs involving a number of firms in collaborative research are continuing solely with private-sector funding.

Worry for the future

Brian Oakley refuses to be drawn on the future for Alvey, but he concedes that "what worries me most is the ability of the industry to fund exploitation on the scale it deserves."

One problem is the relationship between the financiers of the City and the IT companies, he believes. Many products such as microchips or software packages become obsolete rapidly, often in two or three years, and the investment in new products is a constant drain. Echoing most industrialists, Mr Oakley complains about the impact of high interest rates.

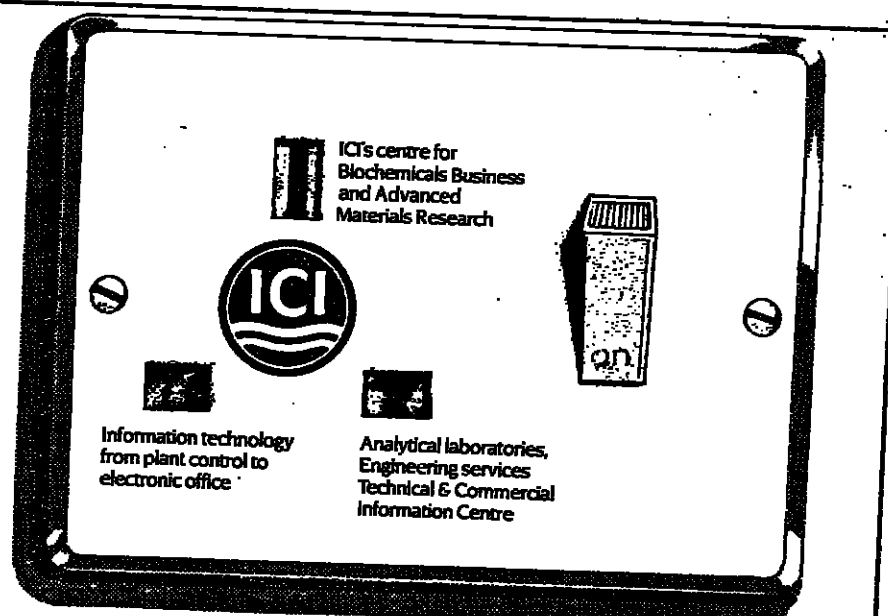
Part of the answer lies in partnerships and further Alvey-inspired collaboration.

In a recent plea for greater collaboration on a scale hitherto unknown in the UK, Mr Laurence Clarke, Alvey's deputy director, said: "The world is too big for small British companies — and they are small on a world scale — to compete on their own all around the globe."

There was now a danger that both top management and government would consider that research had been completed as industry entered the exploitation phase. But it was now necessary for both to ensure that Alvey represented "the start of a step change rather than just a pulse".

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Economical data transmission is the promise of the innovation which took Dr Lyndon Owen (right) into the six-strong list of Technat finalists. Dr Owen, of Stylx Technology Ltd, has devised a data transmission system which does not require the expensive laying of new cables. Instead, he exploits radio and makes better use of existing cables.



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THE ARTS 1

Banked up fires of old passion

Bernard Shaw once said that the only sensible thing to do with the working class was to get rid of it and make everyone middle-class.

A socialist heresy at the time, that view has since become a received truth in every country except Britain.

TELEVISION

where the tribal scars of class cannot simply be erased by money or a university degree. Only in Britain is the working-class intellectual made to feel like a deserter.

There is *Off the Page* on Channel 4 last night was the playwright Trevor Griffiths, contorted with proletarian angst as he mourned the loss of his working-class roots. Even now, he confessed, he was unable to think of himself as a writer — clearly not a designation to boast of in the industrial north — but as one who writes.

Griffiths's first attempts at writing were Westerns, and he seemed inordinately proud that his working-class dad had thought them "not bad".

An engagingly articulate man, Griffiths seemed to be quietly smouldering with the fires of an old passion. When he spoke nostalgically of an earlier time when there was a fierce creative energy in the air it turned out he was lamenting the recently expired Seventies. For a committed socialist writer it seems the dream of a workers' paradise was lost when the woman from Grantham rode out of the west.

Significantly, in the excerpts we were shown from Griffiths's television plays, it was the politics that had dated and the personal drama that retained its power. But, then, *ideology* never did have the staying power of truth.

There were some devastating home truths in *Panorama's* report on the British drinker, *Alcohol: More Harm Than Heroism* (BBC1). If the title seemed an overstatement, a tautly directed, scrupulously researched film revealed it to be no less than the chillingly unpleasant truth. Alcohol, we were told, causes 20 times more damage than heroin and all the other hard drugs put together.

As any parent of teenagers knows, the pub has now become the social centre for British adolescents, who illegally consume £277 million worth of alcohol every year.

That is a terrifying figure and, as this brave, angry programme pointed out, the guilty parties, united in their cynicism, are the liquor industry and the Government itself.

Michael Dean

Time to stop being ugly duckling

Members of British ballet companies, supported by leading actors, musicians and entertainers, march at 2 pm today from the Lyceum

Theatre to the headquarters of the London Residuary Body to request speedy action to save the theatre and turn it into a home for dance. John Percival has been to see how much better off dancers are in Holland; his report makes clear why he will join the march.

alterations to do itself justice.

While we are praying for someone to convert the Lyceum or Drury Lane into a dance house, the Dutch have built themselves this splendid new theatre from scratch and they have done it for less than £6 million. The most important thing about it is that the stage is far bigger than any in Britain (the proscenium opening is 18 metres, nearly half as wide again as that at

Covent Garden) and that you can see and hear well from any seat in the house. And this is the second such stage opened in Holland in successive years, with a third due to open in Rotterdam next spring.

By British standards, the auditoriums are small: seating 1,000 in the new Dance Theatre and about 1,600 in Amsterdam's Music Theatre, which provides a home for the

National Ballet as well as the Netherlands Opera. But these are larger than the companies enjoyed before, and large enough for the needs of a comparatively small country where governments of any political complexion accept the arts as a proper charge on the public purse.

Netherlands Dance Theatre collects 45 per cent of its income at the box-office and has also, for some years,

systematically set out to raise part of the cost of its new home from the profits of overseas tours. That is one reason why Britain, where high costs mean that a tour would lose money, has seen nothing of the company for 11 years. Happily, 1989 will bring them to the Coliseum for the tercentenary of the accession of William and Mary.

The Dutch are practical people and Dance Theatre on the Spui has been accomplished by being economical. In contrast to the enormous glittering facade of Amsterdam's Music Theatre on its imposing canal site, the outside has been kept plain because it stands tucked in among other buildings. The Dance Theatre shares an entrance-hall and box-office

with the adjoining new concert hall for the Residentie Orchestra, and as many spaces as possible backstage have a double use. One of the four spacious rehearsal halls can provide an extra public foyer; another can be used as a studio theatre or as an extension to the main stage. The stage itself is wired for making television programmes or videos.

The orchestra pit can take 100 players plus a chorus of 60, but adjustable floors also allow small musical ensembles to be well placed there. The undulating roof of the auditorium, curved back wall and reflecting panels at the side provide fine acoustics, tested by a wide range of music in the opening programme.

The road to Brideshead

GALLERIES

John Russell Taylor finds the English country house and its denizens featuring large in new London shows

short of either, the observation holds enough truth to make one think.

Elsewhere it is the background which comes to the fore. At Agnew's National Trust has a show of work commissioned by its Foundation for Art, entitled *The Long Perspective*, until November 13. And what is at the end of the long perspective is usually a stately home of some kind: only a very few of the artists concerned (notably Fred Cuming, with two characteristically stunning cliff landscapes) have chosen to celebrate the Trust's involvement with the open-air delights of coast and countryside. On the other hand the glamorous images of country houses proliferate.

Sometimes, as in Martin Oxley's capricious-like evocation of the *Terrace of Apollo, Stourhead*, it is hard to relate what is shown to an actual location in constant need of repair and upkeep. Others, like David Evans in a series of pictures of restoration in progress at Castle Coole, take a more realistic view. And some, like David Piddock in his *The Great Staircase, Ham House*, ingeniously combine the two approaches with a meticulous documentary record peopled evocatively with ghosts of other periods, other paintings.

The RIBA, as you might expect, is more concerned with architectural realities. Its two current shows present, in effect, the before and the after of construction. At the RIBA itself there is until October 30 a fascinating dip into the Association's seemingly limitless supply of architectural drawings, this time on the subject of *The Design of the English Country House 1620-1920*. This too is the occasion of, or occasioned by, a finely produced book (by John Harris, Trefoil, £19.95), and gives us many fetching glimpses of architects at work on the elaboration of country-house projects.

Here are Vanbrugh and Hawksmoor thinking out Blenheim, Lutens at Castle Drogo, and Toulon doing his worst with

the "streaky-bacon style". Some of the most revealing designs, showing as they do the nature of clients' dreams, come from the late 19th and early 20th centuries, when country-house builders could be anything they wanted, from well-heeled Jacobites (Ernest George and Harold Peto: Poles, Hertfordshire) to baroque grandees (Blomfield: Hatchlands, Surrey).

At its Heinz Gallery the RIBA has a matching show, *The British Country House: A Collector's View*, until October 24, which shows what the country-house builders actually got for their money. Portraits of houses all over Britain, drawn from the acquisitions of an anonymous collector, take us through the centuries, though understandably heaviest on the 18th and 19th centuries. In his introduction the collector explains that he began with postcards of houses when still at school, and has been feeding his obsession in more and more impressive ways ever since.

Sir Cecil Beaton was adept at providing fantasy images for those who loved to observe from afar the great and famous and their lives. The Victoria and Albert's current *Royal Photographs by Sir Cecil Beaton* (until February 1) represents the peak of his achievement in this area. The Queen and her family are presented as figures of fairy-tale romance through from 1935 to 1968, usually in black-and-white but sometimes latterly in colour. All Beaton's talents are brought to bear on producing the one kind of film-star image. These are beings who could hardly be conceived to exist in the same world as the rest of us: even the glimpses of "everyday reality" are signalled with all the artifice of Joan Crawford playing a simple little housewife in gowns by Adrian.

How unlike the home life... John Selway, ever since he was a sort of Abstract Expressionist, has specialized in the appreciative examination of low-life bars and brothels or the seamier side of showbiz. In his dazzling new show at Christopher Hull until October 24, he seems to be moving slightly away from this field. His main subject is "Mad Harry", an eccentric derelict whose adventures are chronicled with a skill in sheer draughtsmanship which sometimes challenges comparison with George Grosz. If Selway has always tended to swim against the tide, by now with the present popularity of Neo-Expressionism, that tide must surely have finally turned in his favour.



Out of sight of the big house?: Stephen Tennant graphically Firbankian in *Gypsy Bathing*

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Nevertheless, apart from an edgy start to this last movement, the orchestral playing was responsive and well honed even if it did not always achieve the tonal bloom that the conductor seemed to want. At any rate, the listener was left in no doubt that its purpose was to assert the as being the only Mahler symphony with a minor-key ending.

In a generous programme, which began with Mozart in a sunny C major — the Symphony No 34, K338 — the course that Mahler charted was partly prepared by the Seven Early Songs of Alban Berg, which brought Felicity Lott to encompass a fair measure of their variety of character. These brief excursions into dramatic expressionism found the soprano most at ease in the Strassman cantata of "Die Nachtigall" and the quieter soliloquies of "Nacht" and "Traumgekrönt", but the "Liebesode" needed a more taut and expressive range to distinguish it. One wondered if radio listeners were getting a better balance of voice and orchestra than those in the hall.

Noel Goodwin

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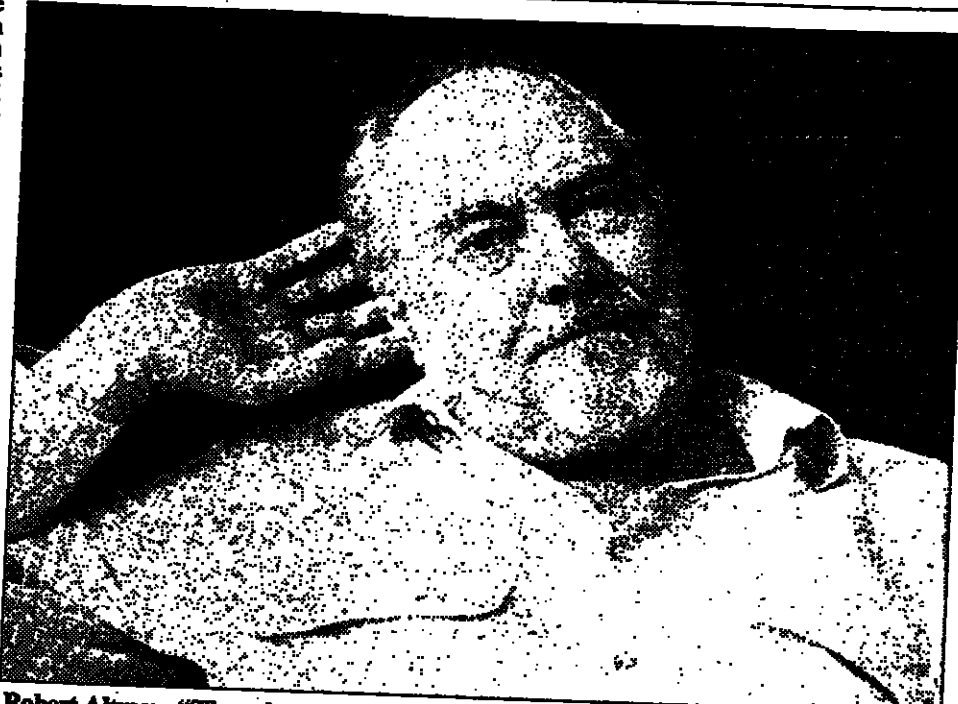
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THE ARTS 2

Master of the perfect pause

Robert Altman's latest film, *Beyond Therapy*, defying the Hollywood pigeon-hole as ever, opens in London on Friday. Anne Billson caught up with him in New York



Robert Altman: "They should just open the film and see if the child survives the cold"

Robert Altman is supine on the sofa. His doggy knee has been playing him up. "You can say that I insisted on lying on the couch so I would tell you everything," he suggests. All this is in keeping with the theme of his new film, *Beyond Therapy*. He recalls screening it before an audience of 400 psychoanalysts. "They all laughed during the picture," he says. "But afterwards, when they analyzed it, they didn't like it so much."

The great American public did not like it much, either. "They didn't get it at all." But the French loved it, which is perhaps not so surprising: the film is his version of a French farce, complete with such familiar Altman trade marks as overlapping dialogue and skilfully interwoven ensemble acting. Glenda Jackson and Tom Conti play analysts, somewhat in need of analysis themselves, who tend to the egos of a sexually confused cast headed in fine kooky fettle by Jeff Goldblum and Julie Hagerty. The confusion is both heterosexual and homosexual. "The reviewers didn't quite write it, but they mentioned between the lines that this sort of behaviour shouldn't be dealt with so frivolously at a time when AIDS is so prevalent."

Altman's production company is called Sandcastle 5 — "My lawyer said we had to have a name, and it seemed to sum up the impermanence of what we do, like children playing on a beach" — and its offices are 15 floors above the snarled traffic of Park Avenue in New York City. Hanging on the wall is a gigantic five-and-dime store neon sign, a relic of the stage production of *Come Back to the 5 & Dime Jimmy Dean, Jimmy Dean*, and in the next room is a scale model of the set for a forthcoming CBS special of *The Caine Mutiny Court Martial*, the casting for which is being sorted out now ("Dennis isn't going to do it, but Roy might"). Telephones are bleeping and people are milling and there is an awful lot of overlapping dialogue going on.

Since *Come Back to the 5 & Dime* in 1982, Altman's films have all been adaptations from the stage: *Streamers*, *Secret Honor* and *Fool for Love*. Even his segment for Don Boyd's opera film *Aria*, set to Rameau's *Les Boreades* and featuring some of the

Beyond Therapy cast, was filmed in a theatre. *Beyond Therapy* is based on a play by Christopher Durang, although Altman considers it an original movie — "It was rewritten and changed quite a bit."

The play is set in New York and so, ostensibly, is the film, although it was actually shot in Paris. Altman gives the game away at the end: two of the characters decide to take their honeymoon in Paris, only for the camera to pull back and reveal the Eiffel Tower already there. It is a neat gag, compounded by Yves Montand crooning "Someone to Watch Over Me" over the credits (and incidentally pre-empting Ridley Scott, whose new thriller is named after the same slice of

Gershwin). "Well, why not?" Altman asks. "I was over there anyway, and they shoot a lot of films that are supposed to be set in Paris in New York and California."

He has, in fact, spent most of the last two years in Paris. "I like working there. I find that people allow you your eccentricities; they can leave you alone. Here, if you're left alone, it's considered that you're a failure."

Is he not worried about being typecast as a director of filmed plays? "No, because I don't think it makes any difference. When the motion picture industry started that was all they did. All the films were based on plays; that's all

Lubitsch did, that's all Renoir did." It is all part of the "pigeon-holing syndrome", something he has good reason to scorn. If his feature films, spanning 30 years, have anything in common, it is that they are not easy to categorize into regular genres; *McCabe and Mrs Miller*, for example, turned the Western on its head, while *The Long Good-bye* did the same for the private-eye thriller.

Distributors and advertisers have always had problems slotting his work into neat packages for public consumption. *Beyond Therapy* was advertised in America as a zany romantic comedy. "They don't know what to do," says Altman, "and I can understand it. I keep advising them

not to do anything. They should just open the film and see if the child survives the cold."

Pigeon-holes are definitely not for him. He recalls, quite gleefully, an occasion four years ago when he was directing an opera at the same time as having a song he had written at Number One in the Country & Western charts. "People would say 'Hey, man, that song was just great — I didn't know you dug country music'. And I'd say 'Yes, but I have to get back to *The Rake's Progress*'."

The subject of country music brings us to *Nashville* and its sequel, which he will be directing next year. (The projected title is *Nashville, Nashville*, which at least is slightly more evocative than *Nashville 2*.) It will deal with the same characters 15 years later, with the same cast, minus Keenan Wynn, who has since died, and Ronney Blakely, whose character was very definitely assassinated in the first film. While *M*A*S*H* and its long-running television spin-off have generated over a billion dollars for 20th Century Fox, Altman reckons that it is *Nashville* that has generated more Press and made more executive careers.

In an age when Hollywood is interested only in feeding the market for formulaic blockbusters, Altman remains very much his own man. "It's just never been interesting and I've never been very successful at trying to feed the market. That's why it's been easier for me to do theatre. These guys say 'Oh well, at least this play's solid and he can't do anything silly with it'."

And it is also easier for him, he says, when he wants to approach a television network with the idea of doing *Pinetop*, as was the case recently. "They can read it and say they don't know what it's about, but they can't come back and demand a rewrite." His films of *The Dumb Waiter* and *The Room*, still in preparation, are to be screened together under the title *Reveries*. Altman has a fund of jokes on the subject. "A woman who runs a theatre in Toronto, when she heard I was going to do a film of the *Pinetops*, said 'You mean that the master of the overlapping dialogue is going to mix with the master of the perfect pause? I suppose that now we'll get overlapping pauses.'"

Schiller perplexing in time and place

THEATRE

Joan of Arc
Citizens', Glasgow

What stops Schiller's version of the Joan of Arc legend being as compelling a piece of theatre as his *Mary Stuart* is that in the crucial pivotal scenes the writing does not carry the full import of what is happening.

When, for example, Joan suddenly confronts the English soldier with whom Schiller has her fall in love, there is no indication that this is going to become the beginning of all her subsequent trials and tribulations or, indeed, of the powerful emotions unleashed in both of them. In a sense, the play fails on a personal level rather than on an historical or political level, because although the playwright, as is his wont, plays fast and loose with historical fact, the ebb and flow of this section of the Hundred Years War, and the internal struggles of the French court, are realized with clarity and absorbing detail.

If the Citizens' production, directed by Robert David MacDonald from his own lively translation, is not able to surmount these shortcomings, it is not for want of trying. Charon Bourke as the Maid gives an impassioned performance and at times achieves a silent dignity which really does seem to impress the frigid nobles. The rest of the cast, from Laurance Rudic as the Dauphin downwards, turn in similarly well realized performances.

The most extraordinary and ultimately perplexing part of the whole evening is the context which MacDonald has devised for all this. The play

has been set in the middle of the Second World War.

We are in a white-tiled underground complex, which could be a hospital or an interrogation centre. It is clear from the way it is lit that most of Schiller's play is being performed by inmates of this cellar, who seem to be prisoners — Joan appears wearing a yellow Star of David at one point. Apart from stripping away any romanticism which might have attached to full medieval costuming — a useful device — it is not at all clear what this elaborate metaphor is doing.

But, as is so often the case at the Citizens', it is carried through with such bold insouciance that lacunae scarcely seem to matter; it remains, three hours of absorbing theatre.

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disseminating a package of cheerfully inept heavy-metal clichés.

With his craggy features, long lank hair and a mouthful of teeth like ill-kept tombstones, Lemmy appeared unlikely to lose his status as an anti-hero role-model as he craned his neck to a microphone set way above his head and roared out terse, guttural lyrics which were instantly blown away by the tumultuous noise of the instruments. Unlikely as it might seem, his music has turned out to be no less influential than his attitude, and in formulating this spectacular mode of delivery, with its emphasis on the bludgeoning dynamics of speed and an overwhelming physical assault by noise, it turns out that Motorhead was ahead of the field by roughly 10 years; witness the new crop

of thrash and skateboard heavy-metal acts — the foremost being Metallica and Anthrax — that have emerged to much acclaim by following the same dictates.

However the maintenance of such a hectic lifestyle and the production of such music is a demanding business, and it is ironic that, as the unlikely influence of Motorhead becomes daily more apparent, the group itself has slowed up noticeably since the days when it used to employ a huge tubular-steel bomber aircraft as a stage prop. At the end of a long tour the drummer, Phil Taylor, who recently returned to the fold, the two newly-recruited guitarists and the "godfather" himself were simply not able to commit enough energy to their collective delivery to do justice to express-train favourites like "Dead Forever", "No Class", and "Ace of Spades". The sluggish delivery drew a decidedly lukewarm response from the fans, who seemed to be insufficiently brutalized by the admittedly deafening experience.

David Sinclair

WHY GET ON, TAKE OFF, DROP OFF, WAKE UP, GET OFF, GET ON, TAKE OFF, DROP OFF, WAKE UP AND GET OFF,



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Harrods
KNIGHTSBRIDGE

FASHION

All dressed up for th

Could London Fashion Week do better?

"I miss the punks. Where have they gone?" Bernardine Morris, fashion editor of the *New York Times*, put her finger on the quirky, highly decorative button missing from British fashion's smart new outfit. "There are no surprises," Terry Melville of Macys in New York said flatly.

London designers can't win. They have sharpened up their cut, and concentrated on more commercial ideas. Their shows at the weekend were slickly presented; their models no longer frighten the horses with their spooky make-up and hairstyles. Orders are honoured with efficiency. Deliveries are made to deadline. And the world expects more.

There were satisfying moments. Rifat Ozbek's single-minded concentration on a Mexican theme, produced with polish, was one. Katharine Hamnett, a favourite with the Italians and Americans, delivered what they want: cropped tops and longer fitted jackets in neutrals, shorts, of course, accordion-pleated minis and tapering pants.

The softening of Jasper Conran's tailoring started last season. For 1988 it is a flutter with his new scarf neckline, that flops about in dotted and striped chiffon. Alistair Blair's style, which is youthful and elegant, grows more confident each season. The trenchcoat and all its detailing inspires his chic, short, tent coat in a sheer organza.

London has designers of talent, as many of the shows demonstrated. We should not have to wait long for their creative spark, having stalled this season, to rev up again.



PEOPLE

Shining star

Winner of the British Fashion Council's Designer of the Year award and our undisputed star is John Galiano. His show on Sunday night provided one of those memorable moments when original design and polished creation fuse. There is not a harsh line in any Galiano design. Little conedresses, halter tops and high-waisted skirts are seamed for movement. Fine white cotton folded into froths of skirt like delicious meringues topped with a finely rippled bustier were Galiano's *tour de force*. "Blown away" is how Galiano describes his new, drifting collars.

Sheer talent for cut, a romantic vision of how a woman should move in a dress, and a fanatical obsession with his craft were



Galiano and haltered model

apparent in Galiano even before he graduated with a first class honours degree from St Martin's College of Art in London in 1984. London almost lost him to New York, where he was set to go after college. His degree show collection brought him a wealthy backer. That partnership foundered, and London's tough fashion impresario Peter Bertelsen must take credit for stepping in early last year to provide Galiano with the financial backing to develop his remarkable design talents.

Top people's shop swap

"The inevitable clash of two strong-willed men," is the explanation from one senior staff member at Harrods for the palace revolution taking place right in the middle of its £200 million refit, which resulted in management changes in the House of Fraser group of stores over the weekend. Results achieved in the year since Brian Walsh was appointed chief executive of the group have not lived up to the expectations of the owners, the Egyptian Al-Fayed brothers. Walsh is to return to Australia, although he remains on the board.

Mohamed Al-Fayed has always taken a personal interest in the Harrods restoration plans, and now steps up his involvement in its day-to-day running as executive chairman. Michael Ellis-Jones, previously managing director of Harvey Nichols until the Al-Fayeds recruited him to be merchandising director of House of Fraser stores, becomes deputy managing director of Harrods, where he will be working closely with Harrods's fashion supremo Clare Stubbs, who also de-

fects from Harvey Nichols. Together they make a formidable fashion retailing force.

The weekend's events do not mean a change of direction for Harrods — the Al-Fayeds have simply ensured that it stays on their chosen course.

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FASHION by Liz Smith

for the London designer season

British ballgowns for grand occasions combine panache with all the charm of Winterhalter's romantic portraiture

What precisely is British fashion? Hacking jacket, jodhpurs and the Burberry trench? Or Vivienne Westwood micro-minis and pink spikes of hair? For many our indigenous style means just one thing: grand dressing for great occasions. It is the shimmer of silk and tulle framing diamonds at the throat, a swoop of satin, that is uniquely the speciality of London designers like Murray Arbeid, Victor Edelstein or Hardy Amies. The finest tribute to that singularly British grand style of dress comes at the end of this month, when a major exhibition of the work of Winterhalter, the 19th-century artist, opens at the National Portrait Gallery.

In an age when foaming lace and silk made a fragile nest for a corsage of camellias, and princesses sat patiently while pearls or flowers were threaded into their coiffures, Winterhalter recorded the changing fashions of the decades. The jewels and fur uppets, looped ribbons, spangled tulle and intricate ruching of court dress were intimately



Princess Troubetskoi, painted by Winterhalter in 1859

reproduced; if today's designers need inspiration on how to fuss over their 1988 bell-shaped silhouettes there is Winterhalter's 1855 portrait of Empress Eugenie for reference, dressed by Worth and surrounded by her nine ladies-in-waiting in floppy crinolines.

Franz Xaver Winterhalter developed his talents as court painter to the Grand Duke of Baden before moving to Paris. In fact his style is more French than German, a frothy romantic image posed formally against a sylvan landscape, in the soft, beribboned fashion of a Fragonard or Boucher. King Louis Philippe and the Second Empire court of Napoleon III kept Winterhalter busy but it was Queen Victoria who became his greatest patron. King George VI reminded Hartnell of Winterhalter's portraits of Queen Victoria as possible inspiration for his designs for the Queen Mother. Floaty fairy-tale chiffon is so fused with her style that she is the Winterhalter Queen.

London designers are practised at cutting the sumptuous dress that provides the frame for jewels and garter sashes. They know how to sculpt heavy satin for the grand entrance. It is this talent that is in demand world-wide. David Sassoon numbers much of American high society in his top clientele, as well as retail customers like Neiman Marcus, Saks and Garfunkels. Murray Arbeid travels across the States each season with his "trunk show" of dresses priced from £800 to £3,000.

The reply from Elin Saltzman of Saks Fifth Avenue to my question, asking which London style-setter sells best in her stores, may surprise those who think of British fashion only in terms of Galiano, Westwood *et al*. "Murray Arbeid," Saltzman says. "I come here for traditional evening dresses more than anything."

"F.X. Winterhalter and the Courts of Europe 1830-1870" opens on October 30 at the National Portrait Gallery; until January 10, 1988.



Top: Miranda Sergeant in a black and white tulle and lace dress, ankle-length at the front drifting into a short train at the back; £2,000. Hardy Amies. Jewellery, Garrard. Fan, £950. Linda Wrigglesworth, Gray's Antique Market, Davies Mews, W1

Above: Natasha Grenfell wears a beaded yellow satin dress, £950. Tatters. Jewellery, S.J. Phillips. Lace, £68; fan, £450, as above

Right: Lucy Manners in a cream wild silk crinoline, £1,275. Catherine Walker, Chelsea Design Company. Jewellery, Garrard. Fan, £50; cloak, £140; Gallery of Antique Costume & Textiles

Hair: Michael of Michael John. Make-up: Teresa Fairminer. Stills by Snowdon is published on Thursday

Photographs by SNOWDON

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(continued)

TELEVISION AND RADIO

Compiled by Peter Dear
and Peter Davalle

BBC1

- 6.00 **Ceefax AM.**
15.00 **Edgar Kennedy in Prunes and Politics** (b/w). 6.55 **Weather.**
16.00 **Breakfast Time** with Frank Bough, Sally Magnusson and Jeremy Paxman. Includes national and international news at 7.00, 7.30, 8.00 and 8.30; regional news and travel reports at 7.15, 7.45 and 8.15; weather at 7.25, 7.55 and 8.25.
16.00 **Open Air.** Patti Cookwell and Mike Shaft receive viewers' comments of yesterday's television output. 8.55
Regional news and weather.
16.00 **News and weather** followed by **Neighbours** (r). 9.30 **Kilroy**. Robert Kilroy-Glik presides over a topical studio discussion.
16.00 **News and weather** followed by **Going for Gold, Quiz** show (r). 10.25 **Children's BBC.** Andy Crane with programme details and birthday greetings followed by **Play School** (r) and **Gem** (r).
16.00 **Five to Eleven.** Robert Glenister with a thought for the day. 11.00 **Open Air.** Patti Cookwell and Bob Wellings introduce programme makers to their critics.
16.00 **News and weather** followed by **Dr Kildare.** Episode one (r). 12.25 **Only Fools and Horses.** A repeat showing of one of the episodes from the comedy's first series. Starring David Jason, Nicholas Lyndhurst and Kenneth Partridge. 12.55 **Regional news and weather.**
16.00 **One O'Clock News** with Michael Buerk. Weather. 1.30 **Neighbours.** Jim's plans for a quiet weekend do not come to fruition. 1.50 **Going for Gold.** General knowledge quiz.
16.00 **Knave Landing.** Karen becomes an accidental wreck when she learns of what her daughter has done. 3.00 **Valerie.** American comedy series. 3.30 **The Clothes Show.** The first of a new series of the fashion programme.

BBC2

- 6.00 **Ceefax 6.55 Daytime on Two:** patterns in a forest and on a seashore 10.15 **Episode** four of a ghost story 10.38 **Observation in science** 11.00 **Entertainment** 11.35 **Wonderworks** 11.35 **Geometric progressions** 12.00 **Trigonometry** 12.20 **Youth and age** as portrayed by the media 12.50 **Microtechnology** 1.20 **For the very young** 2.00 **News and weather** 2.02 **You and me.**
15.00 **See Hear** (r). 2.40 **Children** Talking to Gerald Hargrave in 1959 about love and marriage (r).
16.00 **News and weather** followed by **Standing Up for Joe.** The story of five-year-old Joe Horsley and the revolutionary medical treatment he is receiving in Hungary (r). 3.50 **News, regional news and weather.**
16.00 **The Task of Mankind.** The first of three programmes in which Marian Foster reports on how parts of India have survived a five-year drought. 4.45 **G.E.D.** The Old Wives' Tale. Octogenarian Vera Bandiera talks to Noel Dilly, professor of anatomy at St

- George's Hospital, about country curia. (Ceefax)
5.00 **On the West Highland Way.** Jimmie Macgregor travels from Inverness to Inverarnard (first shown on BBC Scotland). 5.30 **Film 57** (r).
6.00 **No Limits.** Rock music show
7.00 **Open to Question.** Glasgow Hangers and England footballer Terry Butcher is questioned by a teenage studio audience.
7.30 **The Sci-Tech Awards.** The climax of the first film devoted to science, medicine and technology.
8.30 **Brave Tracks.** Dog Dogma. A discussion between politicians, professionals and viewers who rang in after last week's film on Britain's dogs.
9.00 **The Ronnie Corbett Show.** The guests are Roy Braham, Keith Barron, Richard Stilgoe and Peter Skellern.
9.30 **Australia** in the company of Spike Milligan and Bill Kerr. (Ceefax)
10.25 **Sing Country** includes performances by Tanya Tucker and Little Jimmy Dickens.
10.50 **Newsnight** 11.35 **Weather.**

ITV/LONDON

- 6.00 **TV-am** introduced by Kay Burley and Richard Keys. News at 6.00 and 6.30; weather at 6.25 and 6.55; financial news at 6.35; sport at 6.40; and exercises at 6.55.
7.00 **Good Morning Britain** includes news at 7.00, 7.30, 8.00, 8.30 and 9.00; sport at 7.25; sport at 7.40; and pop music at 7.55. After Nine includes make-up tips for the older woman.
8.25 **Thames news headlines.**
9.30 **Sam's Saturday.** Travel quiz. 10.00 **Santa Barbara.** A soap 10.25 **News headlines** 10.30 **The Time.** The Place. Mike Scott presents a topical discussion.
11.10 **Reason.** Learning made fun with the help of puppets 11.25 **Thames news headlines** 11.30 **About Britain.** The final leg of David Bean's journey retracing Robert Burns's footsteps 12.00 **Jimmy's.** Another visit to St James's University Hospital, Leeds.
12.30 **News** with Julia Somerville
1.00 **Super Bowl.** The Liverpool Victoria Insurance Super Bowl indoor bowls tournament. 2.00 **Password.** Word association game. 2.30 **Centre Break.** James Robinson
3.00 **Reckless.** John Pilger reminisces with Mary Parkinson 3.25 **Thames news headlines** 3.30 **The Yearling.** Part two.
4.00 **Rainbow.** A repeat of the programme shown at 11.10. 4.15 **The Adventures of Tintin** 4.25 **Andrew O'Connor's Joke Machine** 4.30 **The Yearling.** Part two.
5.15 **Blockbusters.** Part two.
5.45 **News** with Fiona Armstrong 6.00 **Thames news.**
6.30 **The Roxy.** Pop music programme. Among this evening's

- performers are Terence Trent D'Arby, Bryan Ferry, UB40, Billy Joel and others.
7.00 **Emmerdale Farm.** Sandle is reminded of something disturbing by an unwelcome visitor.
7.30 **Reporting London** includes a report on how residents and shopkeepers in Surrey and Kent are resisting the building of vast shopping complexes.
8.00 **Film: The First Great Train Robbery** (1978) starring Sean Connery, Donald Sutherland and Lesley-Anne Down. Adventure yarn about a plan hatched in 1855 to rob a train travelling from London to France with a cargo of £25,000 in gold. Directed by Michael Crichton.
10.00 **News** at Ten with Sandy Gall and Carol Barnes. Weather followed by Thames news headlines.
10.30 **Super Bowl.** Highlights of the day's play and further live coverage of the Liverpool Victoria Insurance Super Bowl.
11.00 **Second Step.** Two middleweight boxing bouts from Blazey, Windsor.
12.40 **Film: The River** (1971) starring Lee Van Cleef, James Mason and Gina Lollobrigida. Western adventure about a bank robber who is tricked into starting with his money by his bigamous wife and put in a state asylum. When he escapes he joins up with his gang and goes in pursuit of his ill-gotten gains. Directed by Gene Martin.
2.30 **News headlines** followed by **Thames news.**
3.00 **Crime in Mind** (1979) starring George Peppard. A made-for-television thriller about a crazed gunman who disables an aircraft on which an air traffic controller's estranged wife is a passenger. Directed by Walter Grauman.
5.00 **ITN World News** 5.30 **CNN Headline News.** Ends at 6.00.

TELEVISION CHOICE

● Bangladesh, which could produce enough to feed itself, depends heavily on Western aid, and millions of its people go hungry. One baby in eight does not survive its first birthday. The Indian state of Kerala receives virtually no support from the West and yet has conquered hunger and its citizens have a life expectancy similar to that of Europeans. The contrast is explored in the final part of *The Politics of Food* (Channel 4, 9.00pm). The key to the difference, a theme that has been running through the series, is that there can be enough food to go round if only it is properly distributed. In Kerala, supplies are carefully rationed and prices kept low enough for the poor to afford them. In Bangladesh, aid is concentrated on the better-off urban middle classes instead of going to the people who need it most, the rural poor. When food does get through to the country areas, it is dispensed at the whim of local

Just in time, relief supplies reach a starving family in Bangladesh: *The Politics of Food*, Channel 4, 9.00pm

political bosses who are not averse to using it to buy votes. The lesson of Kerala, the programme suggests, is that the right to eat is too important to be left to the market. While rapid population growth is often regarded as a cause of poverty, in Bangladesh it is also a symptom, with large numbers of children seen as a way of boosting family income. In Kerala, free health care and longer life expectancy have helped to reduce population growth by 35 per cent. Another weapon against poverty is education, yet this accounts for only two per cent of the Bangladesh budget and only 26 per cent of people can read and write. Kerala devotes half its spending to education and has 80 per cent literacy.

Peter Waymark

Radio 1

10.00 **News** (medium wave) Stereo on VHF (see Radio 1). News on the hour. 11.00 **News** on the hour. 11.30 **News** on the hour. 12.00 **News** on the hour. 12.30 **News** on the hour. 1.00 **News** on the hour. 1.30 **News** on the hour. 2.00 **News** on the hour. 2.30 **News** on the hour. 3.00 **News** on the hour. 3.30 **News** on the hour. 4.00 **News** on the hour. 4.30 **News** on the hour. 5.00 **News** on the hour. 5.30 **News** on the hour. 6.00 **News** on the hour. 6.30 **News** on the hour. 7.00 **News** on the hour. 7.30 **News** on the hour. 8.00 **News** on the hour. 8.30 **News** on the hour. 9.00 **News** on the hour. 9.30 **News** on the hour. 10.00 **News** on the hour. 10.30 **News** on the hour. 11.00 **News** on the hour. 11.30 **News** on the hour. 12.00 **News** on the hour. 12.30 **News** on the hour. 1.00 **News** on the hour. 1.30 **News** on the hour. 2.00 **News** on the hour. 2.30 **News** on the hour. 3.00 **News** on the hour. 3.30 **News** on the hour. 4.00 **News** on the hour. 4.30 **News** on the hour. 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Executive Editor
Kenneth Fleet

STOCK MARKET

FT 30 Share
1635.2 (-23.0)

FT-SE 100
2338.5 (-28.0)

Bargains
38499 (52356)

USM (Datastream)
228.16 (+1.58)

THE POUND

US dollar
1.8545 (+0.0055)

W German mark
2.9980 (+0.0051)

Trade-weighted
73.4 (+0.1)

TIP raises
£25m with
share offer

Europe's largest trailer leasing operation, TIP Europe, is planning to raise more than £25 million early next month in an offer for sale. This will launch the company simultaneously on the London and Amsterdam stock exchanges and value the group at more than £100 million.

TIP was the subject of a £60 million management buyout by 23 managers from Gelco Corporation, the US parent, last year.

The new money will be used to pay off the borrowings for the management buyout and to position the group well for growth, part of which will be into new markets in Spain, Portugal, Italy and Greece.

Tempus, page 26

Rotraco sale

Rothmans International is selling its 60 per cent interest in Rotraco, the Singapore importer and distributor of tobacco, wines and spirits, to Rothmans Industries, its 50 per cent-owned Singapore subsidiary for \$600,000 (£176,470).

Lyles scrip

S Lyles, the spinner of carpet yarns, reported static annual profits to June accompanied by a one-for-one scrip issue. Pretax profits were £549,000 (£532,000) although there is a dividend of 10p for the year of 6.25p (5.75p) per share after a final payment of 3.5p.

SUMMARY

STOCK MARKETS

New York	2458.55 (-23.85)
Dow Jones	2458.55 (-23.85)
Nikkei Average	26284.85 (-54.12)
Hong Kong	3900.17 (+17.75)
Amsterdam Gen	390.00 (-1.00)
Sydney	2185.0 (-35.5)
Frankfurt	1912.4 (-24.2)
Brussels	4984.4 (-62.82)
Paris CAC	385.0 (-7.9)
Zurich S&K Gen	628.3 (-8.0)
London	
FT-30 Share	1635.2 (-23.0)
FT-100	2338.5 (-28.0)
FT Gold Mines	452.2 (+2.5)
FT Food Interest	22.24 (+0.04)
FT Govt Stock	85.63 (+0.14)

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MAIN PRICE CHANGES

RISER:	
Samuelson Group	152p (+57p)
Alfred Walker	382p (+1.00)
Press Tools	510p (+70p)
S W Wood Group	183p (+18p)
Smith New Court	380p (+12p)
Monarch Resources	850p (+16p)
Camford Eng	235p (+11p)
Brent Walker	433p (+13p)
First Leisure	952p (+11p)
Westminster	952p (+11p)
Fitch Lovell	373p (+13p)
Rothmans	461p (+22p)
Mersey Docks	380p (+15p)
Parkside Hotel	220p (+13p)
Southend Stadium	275p (+22p)
AC Holdings	1405p (+80p)
M & G Group	435p (+22p)

FALLS:	
Glaxo	1570p (-130p)
Wellcome	510p (-21p)
Grand Met	2175p (-12p)

INTEREST RATES

London Bank Base:	10%
3-month interbank 10/100	9.97%
3-month eligible bills 97/97	9.97%
buying rate	
US Prime Rate 9%	
Federal Funds 7 1/8%	
3-month Treasury Bills 6.75-6.74%	
30-year bonds 8 1/2-8 1/2%	

CURRENCIES

London:	New York:
£: \$1.8545	£: \$1.8540
DM: 2.9980	DM: 2.9980
SwF: 2.4842	SwF: 2.4842
FF: 6.5596	FF: 6.5596
Yen: 143.65	Yen: 143.65
Index: 73.4	Index: 73.4
ECU: 16.8322	ECU: 16.8322

GOLD

London Fixing:	
AM \$461.85 pm \$461.75	
close \$461.75-462.25 (2276.75-279.25)	
New York:	
Comex \$461.40-462.00	

NORTH SEA OIL

Brent (Nov) pm \$18.60 (\$18.70)	
* Denotes latest trading price	

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Share price slumps as £746 million profits disappoint

£1.4bn wiped off Glaxo

By Carol Ferguson

City market-makers lopped nearly £1.4 billion off Glaxo Holdings' market capitalization yesterday, after the pharmaceutical giant reported annual results well below analysts' worst expectations.

Pretax profits were £746 million for the year to June 30, a creditable 22 per cent ahead of last year - but analysts had been looking for nearer £800 million, with some as high as £810 million.

A generous 5p hike in the dividend to 19p went barely noticed and the shares slumped 157p to 1513p. Later the shares were quoted at 1480p in New York.

Mr Paul Girolami, Glaxo's chairman, said yesterday: "It would be unreasonable to expect the growth rates we enjoyed in the last couple of years to continue."

He said the weakened dollar had affected margins, and margins on other products were not as good as those on Zantac, Glaxo's highly successful anti-ulcer drug.

Sales of Zantac jumped 37 per cent to £829 million, nearly half of total turnover of £1.7 billion. The company estimated that only 10 per cent of this was due to price increases, the rest being volume, although the total pic-

ture is confused because of changes in dose size.

However, he added that an intense programme of development and preparations to market new products were already biting profits growth. He said research and development was now much higher in relation to sales, and this was having an effect on overall margins.

"My concern as chairman is to ensure the expansion and long-term success of this

Tempus 26

group," he said. "We are engaged on a long-term programme for building up our research, and we have made much progress in our aim to bring to the market, as quickly as we properly can, the many promising new compounds that are now emerging from our research laboratories."

Mr Paul Diggle, an analyst at Warburg Securities, said the City's faith that the group could continue to report growth rates approaching 30 per cent had been dented. "Zantac's market is growing at 20 per cent a year at best, and this makes a difference to the overall picture," he said.

Glaxo's cash pile grew by

£249 million to £729 million, most of the growth occurring in the first half. The surplus funds are invested in low-risk bonds, divided roughly equally between dollar- and sterling-denominated stock.

Responding to observations that the size of the group's portfolio was beginning to rival the funds managed by institutions, Mr Girolami said it was not his business to be an investment bank or a financial institution. "Our planning cycle is 10 to 14 years and the cash is a temporary feature in that context." He confirmed the cash mountain would continue to increase in the next few years, but said: "We are a substantial international company and we will get more substantial. This money is not out of line with the ambitions we have, so we do not look at the investment as an independent profit. It is there, without risk, to earn interest while it waits."

North America is Glaxo's most important market, with 38 per cent of group sales. Sales in sterling terms rose 41 per cent, but in dollar terms jumped 51 per cent, putting Glaxo Inc, the US subsidiary, among the top 10 US pharmaceutical companies, up from 45th place just 5 years ago.



Girolami said the weaker dollar had affected margins

OFT official denies helping Guinness in Distillers bid

By Lawrence Lever

Mr Dennis Ford, former head of the mergers secretariat at the Office of Fair Trading, yesterday denied suggestions that he had encouraged Guinness to bid for the Distillers drinks group and helped it to sidestep the subsequent referral of the bid to the OFT.

Mr Ford, who has taken early retirement from the OFT, was responding to the BBC's Money Programme, which analysed the way the Guinness bid for Distillers avoided a full inquiry by the Monopolies and Mergers Commission.

Mr Ford admitted on the programme that in informal discussions with Guinness prior to the launch of a bid, he had told it that any bid had "a sporting chance" of success. He also admitted attending a midnight meeting at Guinness's request after telling the company that its bid for Distillers was going to be referred to the MMC. He had been strongly advised not to attend by his superior.

Sir Gordon Borrie, director general of Fair Trading,

described the request and Mr Ford's attendance at the meeting as "extraordinary".

Mr Ford said yesterday: "I reject utterly the concept that someone can launch a £2.5 billion merger on the strength of an informal chat with a middle-ranking official who categorically said he did not have the power to make decisions."

He said his job involved acting as a point of contact to companies wishing to take informal soundings on the likelihood of a bid being subject to an MMC referral.

On the midnight meeting, he says it was government policy to give parties to a takeover bid notice the evening before of official decisions on referral.

"Guinness told me that they would wish to negotiate the question of undertakings which restrain a bidder who has been referred from buying shares in the target company."

"They said it was essential that I see them before the

formal announcement was made by the Stock Exchange the following morning that the bid had been referred."

"I felt no compunction about putting myself out for them. On that particular evening Mr Saunders was a defeated man. I believed that the decision to refer was final. I could not have foreseen the re-opening of the bid. It would have been churlish to refuse to help them alleviate the consequences of their defeat."

"OK, I was overhelpful if you like. If you stick to the bureaucratic line you don't get into any difficulties."

However, Mr Ford said he was unable to agree to Guinness's proposals at the meeting to waive the normal restrictions on share buys.

Mr Ford denies helping Guinness to make its revised bid. "It would have been a breach of my duty to advise a way around the referral."

He claims that Sir Gordon Borrie took over his role in the consideration of the revised bid.

Record rise in lending

By Our Economics Correspondent

Sterling lending by the banks rose by a record £9.8 billion in the three months to the end of August, the Bank of England said yesterday.

The sharp rise was dominated by loans to individuals, particularly for house purchase, leading to the financial sector, and loans to property companies.

Lending to individuals rose by £4.5 billion, or 8 per cent, in the latest quarter, of which £3.2 billion was for house purchase.

The financial sector borrowed an additional £2.2 billion, although this was not because of increased borrowing by securities dealers in the City. Sterling lending to securities dealers fell by £335 million, the first fall since the City's Big Bang last October.

Easily the strongest category of lending was to property companies, raising echoes of the credit boom of 1972-73. Lending to them rose by £1.2 billion, and has risen by 49.5 per cent over the past year.

The figures do little to calm worries about the pace of credit growth in the economy, although a Bank of England spokesman pointed out that some of the rise in bank lending for house purchase reflected that the banks had claimed a bigger share of the market from the building societies.

There is no indication in the figures of a sharp rise in borrowing by manufacturing industry to invest. Sterling lending to the manufacturing sector rose by only £0.7 billion, or 3 per cent, in the latest quarter.

Manufacturing costs ease pressures on inflation

By David Smith, Economics Correspondent

Inflationary pressures in the economy eased last month, the latest official producer price data, published yesterday, showed.

This was partly due to the strength of sterling, which continued yesterday. The Bank of England stepped in to hold down the pound as it threatened to rise above the DM3 level.

Even so, the pound rose by a third of a penny to close a fraction below DM3 at DM2.982. The pound added half a cent to \$1.6545 and the sterling index edged up by 0.1 points to 73.4.

The cost of raw materials and fuels rose by only 0.1 per cent between August and September and the 12-month rate of increase fell from 9.1 per cent to 7.4 per cent.

On a seasonally adjusted basis, the index of raw material and fuel costs fell by 0.4 per cent last month.

The fall occurred as a result of lower prices for petroleum products and imported non-

PRODUCER PRICES

	Output prices		Input prices	
	1 month	12 months	1 month	12 months
March	0.3	3.7	-1.1	-0.7
April	0.5	3.5	0.2	1.2
May	0.3	3.5	-0.3	1.3
June	0.1	3.6	1.3	4.4
July	0.1	3.6	0.6	8.9
August	0.2	3.6	0.6	9.1
Sept	0.2	3.5	0.1	7.4

Figures show % change. Source: Department of Trade & Industry

food materials. The raw materials of the food manufacturing industry rose in price.

Manufacturing industry's output prices rose by 0.2 per cent last month. The 12-month rate of increase dropped from 3.6 per cent in August to 3.5 per cent last month, equalling their lowest since the present series of statistics began in 1974.

However, the picture is less encouraging for manufacturing industry excluding food, drink and tobacco. The 12-month rate of increase in prices was 4.8 per cent last month, having increased steadily from 4 per cent earlier in the year.

And it is in this area of manufacturing where cost increases have been sharpest in recent months. Raw material and fuel costs in the latest three months were nearly 13 per cent up on a year earlier.

"We thought the figures were pretty encouraging. The producer price figures augur well for continued subdued retail price inflation," Mr Gwyn Hachee, an economist at James Capel, the broker said.

Mr Kevin Gardiner, an economist at Warburg Securities, said: "The underlying picture is that UK inflation is not accelerating but neither is it falling to zero."

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STOCK MARKET

Glaxo fails to please City and sends shares tumbling

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Post Office out to remove the 'junk' from direct mail

By Derek Harris
Industrial Editor

A drive to refine customer targeting in the fast-growing direct mail industry and rid it of the junk mail image is being planned by the Post Office.

It is spearheading discussions with industry leaders that will include an insurance-backed scheme to protect customers from the effect of a direct mail supplier going bankrupt.

The Post Office move has come as the Mail Users' Association, representing key companies using Post Office services, today releases a critical survey on the delivery performance of postal services. In addition, the Periodical Publishers' Association, which represents magazine users, is also studying the possible use of private mail distributors because of dissatisfaction with Post Office services.

These pressures on the Post Office have come as Sir Bryan Nicholson, who has been at the Manpower Services Commission, is about to take over the Post Office chairmanship from Sir Ron Dearing.

The direct mail insurance scheme, put forward by the Post Office with the idea of contributions being made by companies in the industry, would protect cash prepayments made by customers. At present there is some protection where payment is made by credit card.

But the main thrust of the talks will be to achieve more precise targeting of unsolicited mailshots. This would have



Sir Bryan: becoming chairman amid growing pressures

benefits for consumers and direct mail companies. The amount of mail going to those with no interest in it would be reduced further, and companies' sales-to-mailings ratios would be improved through more precisely targeted offers.

The creation of a national database of names and addresses — eventually possibly even building in personal preferences for mail shots — is one idea that will be discussed.

But the more immediate aim will be to ensure that mailing lists are kept as up to date as possible. This is not

easy because people today are so much more mobile. About 15 per cent of households move house each year and fail to notify their change of address.

Often electoral registers are used to "clean" mailing lists, but it takes time for registers to catch up with household moves.

But, the Post Office argues, companies using direct mail have a vested interest in maintaining up-to-date lists because the average cost of a piece of postal advertising is 32p a letter.

The Post Office is already

supporting the Mailing Preference Service which at no cost offers the public a choice of either being removed from, or being added to, the main mailing lists.

The Post Office sees its role mainly aimed at improving the quality of direct mail and especially targeting. Mr David Brech, director of Royal Mail letters marketing, said: "If I was asked whether we should go for volume growth or quality I would choose quality. We need to have firm foundations for this burgeoning industry."

The number of direct mail items sent were more than 1.3 billion last year — has grown 30 per cent in five years. The number rose 7.5 per cent last year and 10 per cent for a tenth of the Royal Mail's letter business.

On average direct mail deliveries per head in Britain last year averaged 25 items, but this is still low compared with many other European countries.

Direct mail now accounts for 9 per cent of all advertising expenditure, ahead of posters, radio and cinema combined.

Nearly a third of Britons have at some time bought something through direct mail, it is estimated. There are about 500 companies with mailing lists, many of them small and specialised, but the big users of direct mail include Readers Digest, book clubs, Demart, the Automobile Association, high street banks and, as a group, mail order companies like GUS and Grattan.

Full-year profits at Blanchards disappoint

By John Bell
City Editor

Shares in Blanchards, the up-market interior design and furnishing group, dived 15p to 145p yesterday on news of disappointing profits for the year to end June. Dealers were hoping for signs of improvement after a 37 per cent fall in profits at the half-way stage.

There was little sign of recovery in the second half in spite of a number of acquisitions and full year profits emerged 32.5 per cent lower at £562,000.

Mr Alexander Aldbrook, the managing director, said the company had undergone a fundamental transition from a large part of its income through overseas decoration and furnishing projects to largely British fee based income.

The final results of the British retail contracts business proved particularly disappointing. Turnover was in line with forecasts but margins were significantly lower than anticipated. Blanchards' traditional interior design and decoration activities also produced lower profits.

Steps had been taken to improve the group's management information systems and integrate the accounting functions of the newly acquired companies.

The board is recommending a final payment of 2.85p per ordinary share making an unchanged total for the year of 4.5p.

Nothing to fear from the US Trade Bills?

COMMENT Kenneth Fleet

It is so natural for the British to think they are on the same wavelength as Americans that the cultural differences now grown over trade come as something of a shock. Two of the more concerned American experts on current trade issues assured a City seminar organized by Smith New Court yesterday that the threatened US/Japan trade war is yesterday's news. Furthermore, the separate 1,000-page omnibus (read ominous) Trade Bills which the US Senate and House of Representatives Trade Bills are now trying to weld together will emerge, if at all, in a form that should not worry anyone — unless they happen to be Japanese.

Bill Triplett, the permanent official on the Senate's foreign relations committee, foresees a 150-page Act. This would strengthen US companies' ability to protect themselves through anti-dumping suits (which have multiplied tenfold over the past decade) and extend import relief for troubled industries. It may include specific measures on intellectual property and on telecommunications (Germany's Siemens is a target).

It seems certain to include Draconian threats of sanctions against countries which are perceived to have barriers against US imports, presumably including countries that simply have big trade surpluses with the US. But, significantly, negotiations and sanctions are likely to be left to Presidential discretion rather than be automatic as under the Gephardt Amendment.

Such an Act might escape a Presidential veto. It is all aimed at Japan, whose trading success is now seen in the United States as a late extension of the second world war. But it is worth remembering that existing measures have been liberally used against European Community countries and indebted Latin American nations.

What is more, both Mr Triplett and former Treasury adviser Professor Gary Hufbauer believe that protectionist pressure will shift to inward investment, as the US becomes a \$700 billion (£424 billion) debtor. Again, fury will be aimed at Japan, the biggest investor, but could easily affect the British directly in the wash, and reverse the worldwide trend to openness, particularly in financial services.

Tomorrow's US trade figures will give a further indication of whether the US trade deficit is really falling. The fiscal impasse in which the Budget deficit is caught is unlikely to be removed in the final Reagan years. Hence Professor Hufbauer's belief that the US Treasury long bond will be yielding 12 per cent and the dollar will have fallen almost to DM1.50 in a year's time.

That is not going to help bond markets anywhere. US equities might be a better bet, but future movements of the Dow Jones average will depend on two fine equations. Will US industry be hurt more by higher interest rates than helped by dollar devaluation? And will Japanese and other foreign investors switch from bonds to shares or simply stop investing in US securities altogether?

Pride, then the fall

British banks and securities houses should contain their glee at the sight of both Chemical Bank and Salomon Brothers savagely cutting their staffs in the name of cost-cutting and higher productivity. Big US players have clearly miscalculated the opportunities open to them in the post-Big Bang London market and overestimated their ability to gain significant and profitable market share. But it would be very surprising if the British houses do not face similar problems with exploded overheads.

Salomon, like Shearson Lehman, has miscalculated badly. Although Chemical is principally a commercial bank, the brunt of redundancies has been taken on the Eurobond side.

There are three main reasons why staffs are being purged. One is the appalling state of bond markets. Large areas of the Eurobond market have been looking pretty sick for some time now and intense competition — particularly from the Japanese — has made it almost impossible to earn a decent buck from underwriting.

The second reason is the fall in the value of the dollar. Many US firms pay at least their US employees abroad in dollars. As the dollar sinks, these and other costs rise. The third reason is the dramatic expansion of the US houses in London and Tokyo — markets which they have failed to master. Salomon alone boosted its staff by 40 per cent last year and, until yesterday, boasted the biggest securities trading team in Europe. Even cross it hired was expensive dress.

It all goes to show that banking — whether in bond markets or commercial lending — is not the money-spinner it used to be. Tighter markets and strenuous competition have abruptly halted the enthusiastic rush into new areas of business. It would be rash to assume that yesterday's batch of redundancies is the last.

The next question is, who will be dropping out of gilt-edged primary market-making as the first anniversary of Big Bang approaches.

Hunter Saphir in deal for Clarks

By Joe Joseph

Hunter Saphir, the fast-growing fresh food manufacturer that supplies leading retailers such as Sainsbury and Marks and Spencer, is buying the food and confectionery maker best known for its Butterkist popcorn.

The purchase follows Hunter's acquisition last January of four food businesses from S&W Berisford, the food and commodities trading group. It marks another step in Hunter's transition to a company involved more with packaged food and food manufacturing than just a supplier of fresh produce.

An initial payment of £6.34 million is being met in new shares, with further payments dependent on HOCG's profits over the next two years. But Hunter is also calling on

Stake sold in Owners Abroad

Shares in Owners Abroad, the tour operator and airline group, rose 9p to 133p yesterday after a big stake change hands. The market sensed a bid could be likely.

Mr Harry Goodman's International Leisure Group confirmed it had sold its 9.6 per cent stake.

Mr Howard Klein, chairman of Owners Abroad, said he had no idea who had bought the shares. And, Mr Robert Smart, a director of ILG, said: "We thought it was time to realize our profits. We bought at an average price of 110p and sold at 126p so we have made nearly £1 million. We understand from our brokers that the shares have not been sold in a single block."

The sale of ILG's stake means there no more single large shareholders in Owners.

Japanese surplus rises to \$6.17bn

By Rodney Lord, Economics Editor

Japan's seasonally adjusted trade surplus rose in September to \$6.17 billion (£3.76 billion) from \$5.91 billion in August. But compared with last year the trend in the Japanese surplus is still downward.

Before adjustment the surplus amounted to \$7.43 billion compared with \$8.95 billion for the same month last year. For the March-September period as a whole the surplus was \$26.98 billion compared with \$46.28 billion.

There was no narrowing of the bilateral surplus on Japanese trade with the US which rose from \$3.73 billion in August to \$4.86 billion in September, slightly higher than the same month a year ago. August trade figures for the US will be released tomorrow but the Japanese figures have only marginal relevance.

Japan's exports in September before seasonal adjustment were 6.7 per cent higher than a year earlier at \$20.33 billion while imports were up 27.6 per cent at \$12.89 billion. Exports to the US over the same period rose 3.9 per cent and imports from the US 10.5 per cent.

According to the Vice Minister of International Trade and Industry, Mr Shiro Fukukawa, Japan's overall trade surplus will fall by \$10 billion in the fiscal year to March 1988 compared with the previous year.

Exports of video recorders fell 24.4 per cent last month compared with September last year while imports of foreign machinery rose 15 per cent.

Surprise £226m bid for Boddingtons

By Cliff Feltham

Celebrations to mark its 100 years as a public company threatened to turn flat last night for Boddingtons, the Manchester brewer, after a surprise £226 million takeover approach from Midsummer Leisure, the public house and disco group.

Midsummer — created out of the old Camra real ale business — is taking the unusual step of asking the Boddingtons board to reply to its terms by 6pm on Thursday. It wants the board to recommend the offer.

The proposal is seven Mid-

summer shares for every 15 Boddingtons, placing a value on them of £239p.

The news, which hit the stock market in late trading, sent the Boddingtons share price shooting up 62p to 229p.

Mr Adam Page, Midsummer chairman, who has already picked up a 2.1 per cent stake in the brewer, denied that he was pointing a pistol at the Boddingtons board by imposing a deadline.

He said: "We are making an unusual approach but we just do not want this thing to drag on. We are not saying that we will launch a hostile bid if they turn the approach down."

"We just want to know how they feel about getting together with us. We have had a lengthy trading relationship with them and know the company quite well."

Mr Page said he did not want to criticize the performance of the Boddingtons board.

He added: "In some aspects they have done extremely well, but in others there is room for improvement or we would not be bidding this price. They have spent little on new investment, whereas they should have been doing a lot more."

The key to the bid approach, however, is the Whitbread Investment Company, which holds 22 per cent of Boddingtons as part of its "umbrella" holding in regional brewers.

Mr Page said he did not know what his reaction would be, although they do appear to be changing their stance."

He said: "It is now an arm's length operation. We are making a friendly approach — whether it is seen in that light will depend on the reaction of the board."

Ashley's home is his castle

Sir Bernard Ashley, chairman of the Laura Ashley soft furnishing and clothing group, has, in his personal capacity, bought an abandoned Welsh castle, Llangedog Castle, near Brecon, for more than £150,000 and plans to spend a further £1 million restoring it to its former glory and turning it into a luxurious country house hotel. The Grade II-listed building, empty for the past 14 years, was designed by Welsh architect Sir Clough Williams-Ellis in 1913 for the late Archibald Christie, who once made bowler hats for City heads, and has been sold by his great nephew, who lives in a more modern house nearby. Sir Bernard, who has bought Llangedog in partnership with local hotelier Pierre Mifsud, hopes to open it in the spring of 1989 and intends to make it the best country house hotel in Wales, if not Britain. He tells me it could be the first of several. "I'd been looking for a hotel either in London, the South or Wales for two years and if this one is successful there could well be others," he says. Apart from masterminding its décor — largely in Laura Ashley — and tinkering about occasionally in the kitchen — "I love cooking," Sir Bernard says — the day-to-day running will be left to Mifsud. The Ritz in Paris is his favourite hotel — at present, he says — but "there is a real need for country house hotels in Britain that are country houses first and hotels second."

THE TIMES CITY DIARY

A new view of Footsie

One look at the rising headlines, brought about by the return of the miniskirt in the autumn and spring haute couture collections, ought to tell you that the fashion market may have reached its peak. Just as long, flowing skirts have historically been fashionable in times of depression, short, fitted skirts have always, for some perverse reason, returned to the catwalks amid times of prosperity.

When the flappers first bared their ankles in the 1920s, the stock markets of the world soared — and again in the 1960s when miniskirts first appeared. During the bear market in the early 1970s, the mini was replaced by the calf-length midi and maxi. So, for once, it would seem, male stock market analysts have a legitimate excuse for keeping an eye on all those shapely pairs of legs.

to serve mulled wine at this year's office Christmas party. Early next month Christie's, the auctioneers, will be selling an early 19th century Chinese Export porcelain punch bowl decorated with paintings of two famous City landmarks — Mansion House and Ironmongers' Hall — for about £20,000. Thought to have been commissioned as a celebratory gesture by Sir Charles Price, who was Lord Mayor in 1802 and master of the Ironmongers' Company in 1798 and 1819, the bowl will be on display at Christie's Gresham Street office until October 23, with the sale on November 2.

What's in a name? I wonder if leasing group Trailer International Pool — TIP — thinks its snappy acronym will encourage investors to apply for its simultaneous offer for sale in London and Amsterdam next month?

Lloyd's loss

Bill Birch Reynardson, the maritime lawyer who unwittingly sparked off a petty controversy by getting Bank of England Governor Robin Leigh-Pemberton to act as one of his proposers for his application to become a non-working member's representative on the Council of Lloyd's of London, has withdrawn from the contest. Reynardson, aged 63, conveyed his surprise decision to the secretary of Lloyd's yesterday afternoon from Bermuda, where he is on business in his capacity as chairman of Thomas R Miller, the largest manager of maritime insurance in the world. He was one of 12 candidates — including Jeffrey Archer's wife, Mary — standing for three non-working vacancies. Friends of Reynardson, an Oxfordshire landowner, were shocked by his announcement. "It's very sad," said one. Indeed, last week when I spoke to him in New York he told me this "electioneering" had made him "all the more determined." "It might sound a bit pompous," he said, "but I've taken a lot out of Lloyd's and I'd like to put something back."

David Patten of Patten and Pope, the recruitment agency for those highly-paid Euro-bond dealers, thinks the age of the yuppie could be drawing to a close. Average salaries are, he says, gradually getting lower. He claims that it gives new meaning to the word yuppie — yesterday's underperforming pricey youngsters.

Carol Leonard

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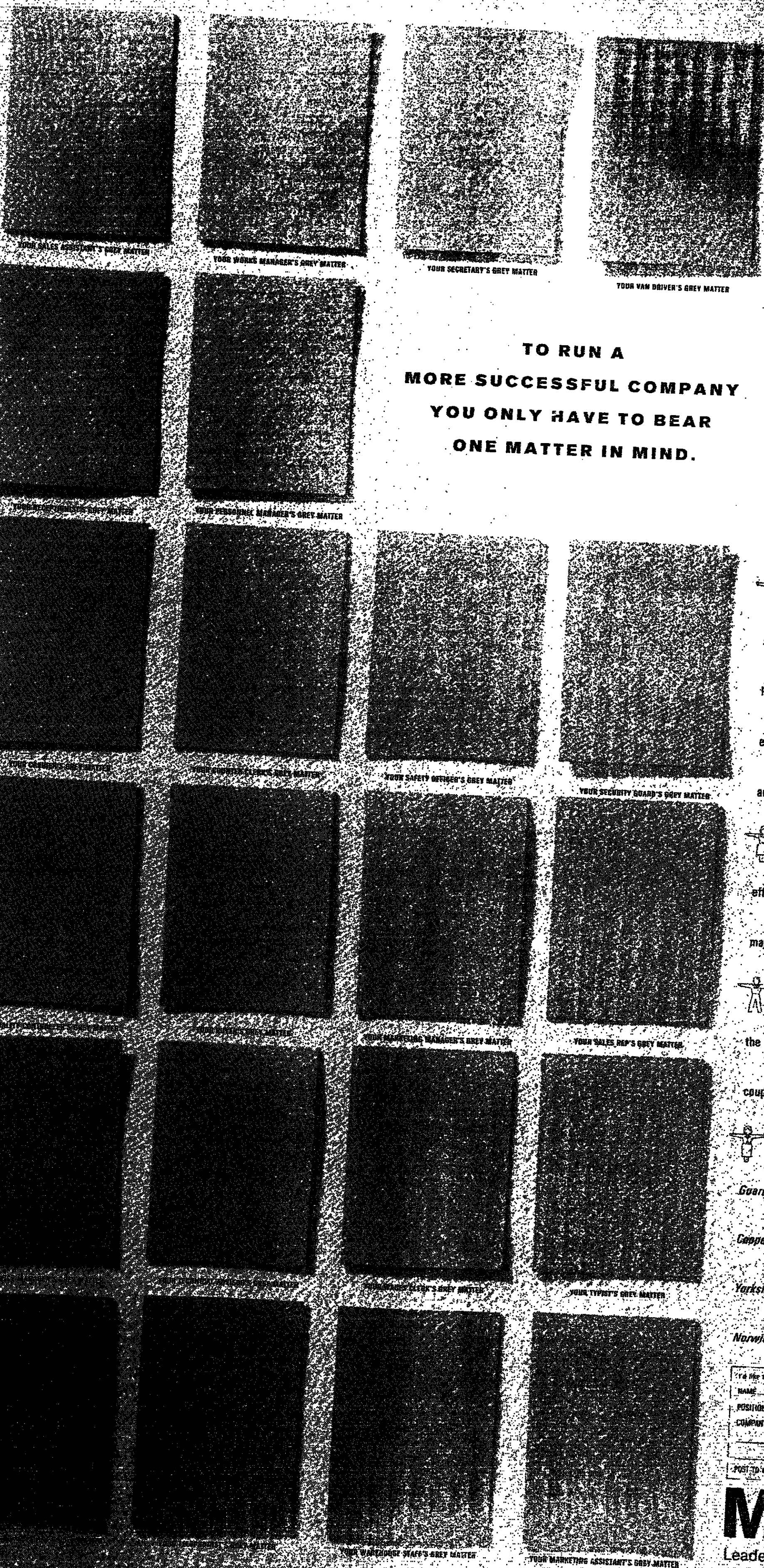
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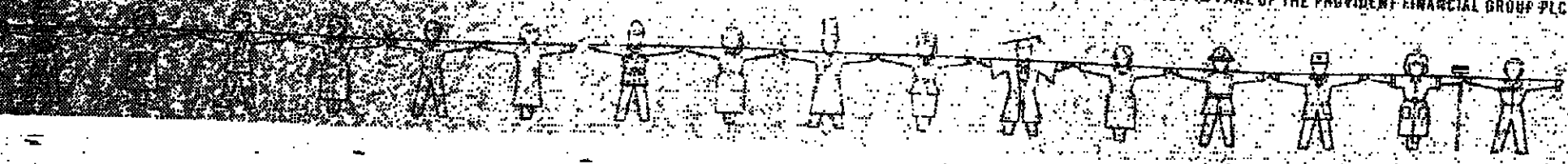
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Prices recorded are at market close. Changes are calculated on the previous day's close. Where one price is quoted, it is a middle price. Changes, yields and price earnings ratios are based on middle prices. (ns) denotes Alpha Stocks. (VOLUMES PAGE 26.)

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2	Vibromat	Building	100
3	Kwik-Fit	Motor	100
4	Dr. Vite	Industrials	100
5	Am Oil & Gas	Oil & Gas	100
6	Depledge (DM)	Building	100
7	Bank of India	Bank	100
8	Bank of India	Bank	100
9	Tomlinson	Bank	100
10	Black & Loe	Bank	100
11	Essex Lighting	Bank	100
12	Alpine	Bank	100
13	Bodycote	Industrials	100
14	Seymour	Property	100
15	McCarthy & S	Building	100
16	Providence	Bank	100
17	Carlson (H)	Shipping	100
18	Rail & Transport	Property	100
19	Plasma	Industrials	100
20	Ashtley	Food	100
21	Wolfe	Industrials	100
22	Wolfe	Industrials	100
23	Cable	Bank	100
24	Steel	Bank	100
25	DEC	Industrials	100
26	Condon	Bank	100
27	Stanwick	Bank	100
28	Boone	Bank	100
29	Salway	Bank	100
30	John	Bank	100
31	System	Bank	100
32	System	Bank	100
33	Ford	Bank	100
34	Electronic	Bank	100
35	Vision	Bank	100
36	Hewitt (O)	Industrials	100
37	Tate	Industrials	100
38	Handy & Hanson	Bank	100
39	Robertson	Bank	100
40	Robertson	Bank	100
41	Robt	Bank	100
42	Transcontinental	Bank	100
43	Steel	Bank	100
44	Steel	Bank	100
45	Steel	Bank	100
46	Steel	Bank	100
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48	Steel	Bank	100
49	Steel	Bank	100
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Edited By Matthew May

COMPUTER HORIZONS/1



Billionaire: Alex Henderson, technical director of UK IBM

IBM phones home with the data

Voice and data integration has been an information technology buzz phrase for the last three or four years but so far what has been available has fallen far short of what has been promised.

All of the major telecommunications suppliers have announced digital private automated branch exchanges (PABX "switchboards") able to handle both voice and data.

The difficulty is often that they do not have the data processing experience to make the links really effective. Nor do they have data processing systems with which to connect their telecommunications systems.

This looks set to change. Last week IBM, the world's biggest computer manufacturer, announced what it described as a business communications system.

It is really a digital PABX like those on offer from companies such as Philips, Ericsson or Plessey. Unlike the world of computers, all these systems will be fully compatible with the emerging digital communications technology - Integrated Services Digital Network (ISDN), when it is available.

IBM executives, while enthusiastic about the announcement,

acknowledge that many customers are still confused by the company's array of disparate networking offerings, a confusion that has worked to the advantage of competitors such as Digital Equipment.

But IBM has one big advantage in the convergence market. The overwhelming majority of data processing systems in the world are IBM or IBM-compatible. And IBM's new PABX is set to exploit this added extra.

This is an important point in IBM's favour in the fight for control of the telecommunications market with medium to large organizations. As one data processing manager put it last week: "There has been a major battle going on for years and IBM has just handed the data processing manager something on a plate. This new system is just what the average DPM wants. It stops people wandering off on a path of their own and provides an extra level of control."

IBM bills the new exchange as "the solution to today's voice and data communications need". What this means is that the new system can be integrated much more fully than before with a company's data

THE WEEK

By Kevin Pearson

processing operations. It can be used with an IBM mainframe for "computer-aided telephony".

Telesales is a typical example where the mainframe would initiate most of the sales calls before passing them over to staff.

It can also be used to transfer data and files within an organization, or externally, much like electronic mail systems.

But, perhaps more significantly, it is capable of handling voice traffic and data traffic simultaneously over the same wiring for internal communications.

It allows both a voice session and data session to be established between two or more users so that files and documents can be transferred to participants while the conversation is in progress.

There is a catch here, however. This facility is not available through ordinary phones: newly announced phones from Rolm, the IBM subsidiary, are needed for simultaneous voice and data communications.

This is what ISDN is all about. At the moment, this kind of facility is available only for internal, private networks. When ISDN is a reality it will be available externally, as well.

This approach offers savings in both cost and complexity, says IBM, as the same set of wiring, including existing telephone cabling, can be used for two purposes.

Terminals can be attached directly to the system but this prevents voice and data being used simultaneously over the same line, which removes some of the potential benefits of the system. Ordinary phones approved for use in the UK can be attached but they do not offer the capability to attach terminals or PCs to the PABX.

In many ways the system could, when used with phones, take the place of a local area network over existing telephone lines. Communications would take place at a very sedate 64 kilobits a second, compared with between four and 10 megabits a second for local area networks.

Although the difference looks steep, IBM does not think this would be a problem for file transfer

or electronic mail applications. Performance, it says, would only really suffer if graphics, or images were being transferred.

IBM says the system is far more suitable for heavy data traffic where graphical data is used in communications, or where sharing resources is needed.

Next month's telecommunications exhibition in Geneva should be very interesting. IBM will demonstrate its system there along with most of the other PABX manufacturers.

The battle lines for the convergence of voice and data are firmly drawn and there is little doubt that the market will be competitive.

IBM's data processing is a big plus for the computer industry giant, but it is unlikely to have everything its own way.

Meanwhile, the new system - which cost nearly a billion pounds to develop (including buying Rolm), according to UK telecommunications director Alex Henderson - will be a boost for Britain. It will be made at IBM's plant at Havant, Hampshire, for the whole of Europe.

Back to school for job hunters

RECRUITMENT

By Pat Sweet

A recruitment campaign is about to start with a novel difference - the computer staff appointed must complete a correspondence course while serving out notice with their current employer.

Run by Tandem Computers, the scheme is being presented as a way in which analysts and programmers can get the skills to switch to new jobs with firms that use Tandem computers.

How prospective employees, already in strong demand if experienced, will react to the idea of a hefty amount of homework if they wish to work with Tandem equipment remains to be seen.

The company's marketing communications manager, Simon Negus, who thought up the idea, says: "We have been growing at 35 to 40 per cent a year for the last three years and one of the problems for our customers is the lack of people who really understand Tandem systems."

A series of radio and television advertisements over the next few weeks will list Tandem clients looking for staff. Successful applicants will then have to follow a two-part training programme.

The first is the correspondence course on Tandem equipment, designed for people with computer experience to switch to Tandem. It includes cassettes, slides, binders and so on. Students select whatever combination of 20 modules that suits their level of expertise, the time available and the skills needed by the firm they will join.

There is also a 24-hour support service to help solve students' difficulties.

Once with their new employer, students will attend a

Look 'n' learn system could be a world leader

VIDEODISC

By Kurt Eichenwald

Peering at the image on an Army helicopter's control panel, the pilot reads the subtitles ordering him to prepare for takeoff.

He taps the video screen. If he has touched the right part of the complex panel image, the scene shifts and another order appears. If not, an "X" appears over his choice and a circle shows where he should have pressed.

Such flexible exchanges between soldiers and electronic teachers are not yet a feature of military life, but that will change next month when Matrox Electronic Systems of Quebec begins supplying the US Army with a new generation of videodisc-based training equipment.

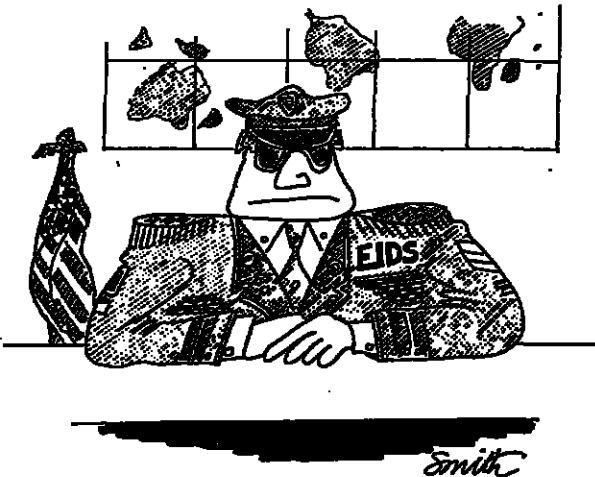
More importantly, according to industry analysts, they could establish the US Army's specifications - known as EIDS, for the electronic information delivery system - as an industry-wide standard.

Both equipment makers

and the creators of videodisc training packages, known as courseware, could then develop products that in turn should spur demand among corporate and educational customers.

"The impact of EIDS can hardly be overestimated," said a market research report by Frost & Sullivan, a consulting firm in New York. "This system will soon dwarf all of the competing systems in sales volume. As happened in the personal computer market when IBM introduced the PC, EIDS has the potential of becoming the de facto industry standard."

If industry sales take off, most analysts believe the military market will be notable for a handful of large orders but far lower overall sales than other market segments that



have been dabbling in interactive video for 25 years.

Marketing executives seem more likely to concentrate on manufacturing, medical, financial, retail and general government markets.

Advanced videodisc systems that meet EIDS specifications can blend a wide range of learning tools, from high-quality films and audio to computer-generated pictures, spreadsheets and animation. They provide not just simulation but instruction, as a computer compatible with the IBM PC-AT asks and answers questions.

EIDS has several specifications not included in all interactive video systems. For example, the system uses a "hybrid videodisc" system, meaning that information can be stored on the disc both in analog and digital form.

Thus, EIDS-compatible equipment such as Matrox's can combine on high-capacity

videodiscs the images, sounds and programming information that other training systems might have to split between videodiscs and computer storage media such as floppy disks or hard disks.

Matrox's system provides up to 120 hours of audio or 1.8 gigabytes of information on a single videodisc, the equivalent of approximately 10,000 books of 1,000 pages each, according to Branko Matic, chairman of Matrox - about 1,000 times as much information as a floppy disk can hold.

British interest in the field is such that we already have a National Interactive Video Centre which has just published the third edition of its guide, *An Introduction to Interactive Video*. The 75-page booklet, which cost £7.50 includes estimates of costs and a rundown on the different systems. It is available from the NIVC on 01-387 2233.

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The expert new way to steer clear of trouble with the law

The day is approaching when a company not exploiting expert system technology could find itself being sued, according to a small software house in London's West End.

The company making that disturbing prediction, Softserv, has been set up precisely with that day in mind.

The managing director, Joe Morgan, believes that the Financial Services Act, which comes into force soon, could prove to be the catalyst that finally gets expert systems out of the doldrums in which it has languished for so long and into the big time.

Under the Act, financial institutions selling mortgages, pensions and the like will be obliged to follow three criteria: assessing the customer's needs fully, giving the most appropriate advice and providing the best package to meet their requirements.

These criteria might, in the past, have been met by an indignant response from companies along the lines of "But that's what we've been doing for years".

But under the Act, customers who think they have been given duff advice, such as a repayment mortgage instead of an endowment mortgage, will be able to sue.

Suddenly, some well-known financial service companies are seeing their armies of door-to-door salesmen, with their less-than-expert knowledge of all the possible options, as a potential liability.

The independent brokers are even more alarmed. Unlike the big companies, they must guarantee giving the best package available anywhere.

Not surprisingly, Softserv's launch announcement last month of its first financial expert system package, the Mortgage Selector attracted a lot of interest from financial companies.

Aimed at high-street building societies, banks and estate agents, the Mortgage Selector is a genuine knowledge-based expert system that can be used



Checkpoint: avoiding trouble with the Mortgage Selector

by a novice to give detailed mortgage advice based on customer information.

The instruction manual is a piece of plastic about the size of a credit card. Using the system, it is possible to guarantee that mortgage advice is up to date, based on a full knowledge of the client and consistent over the entire company.

SYSTEMS

By Robert Matthews

As well as protecting the company against being sued for the incompetence of its staff, the system should also ensure that clients cannot quibble over what information they gave to the company originally should a dispute arise. They sign a hard copy of the data printout.

The software will run on laptop computers so the door-to-door salesmen could become instant experts as well.

A number of companies are now trying the Selector, which was developed in 12 weeks.

According to Softserv's technical director, Robert John, who joined after working with expert systems at System Designers, the construction techniques are now such that products like the Selector can be developed very quickly, giving new companies such as his own a source of income just a few months after being formed.

The deal was signed after months of secret, "tough" negotiations between the firm and the Labour-controlled city council.

Announcing the development, council leader Graham Stringer said part of the deal was that jobs should go to Manchester people.

The council's education officer is working with the firm to help fill the jobs by developing training courses in high-technology engineering.

Six hundred of the jobs at the £15 million development in Withington will be new posts with the company. The remainder will be transferred from the company's Congleton base, where the manufacturing operation will then be expanded.

The new building will comprise offices, laboratories, a service centre and a customer training school. Its main activity will be high-technology engineering and development.

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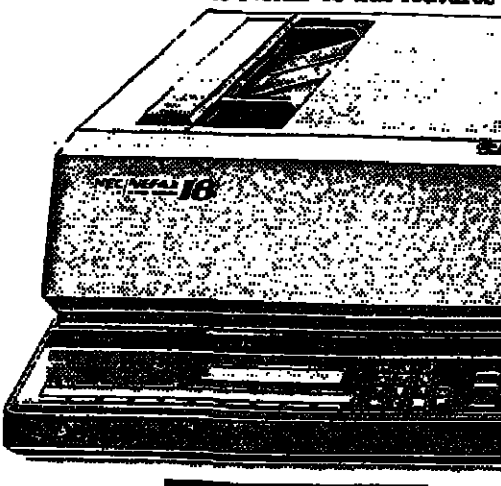
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900 jobs for city

Nine hundred jobs are to be created in Manchester by the German electronics giant Siemens which is to build a new regional headquarters on a 19-acre playing field in the city, where unemployment is running at more than 20 per cent.

The deal was signed after months of secret, "tough" negotiations between the firm and the Labour-controlled city council.

Announcing the development, council leader Graham Stringer said part of the deal was that jobs should go to Manchester people.

The council's education officer is working with the firm to help fill the jobs by developing training courses in high-technology engineering.

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Morse Software Hot List

- | | |
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| 3. dBASE III Plus (£595) £425 | 10. WordStar Prof. 4 (£399) £215 |
| 4. Framework II (£550) £365 | 11. Smart System (£695) £475 |
| 5. Multimate Adv. (£495) £295 | 12. Portex (£99) £75 |
| 6. Q & A (£280) £199 | 13. Freelance Plus (£395) £265 |
| 7. Symphony (£550) £365 | 14. Sidekick (£70) £35 |

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Twelve features that make Tandon computers even more attractive.

What is the level of interest among manufacturers to bring back the Personal Computer Extended Technology Committee (PCETC) organised last year? I think there is a lot of concern on the part of manufacturers about the abandonment by IBM of the old standard. There is also a growing rebellion in Fortune 2,000 companies against IBM because it isn't providing an evolutionary path from the existing architecture. Users have to throw away all their cards. There is nothing that the micro channel does that the user needs. The system's self-configuration—which eliminates dip switches—is nice, but we don't spend eight hours a day flipping dip switches on our boards. There is a very interesting problem associated with that. It seems it's almost impossible to do multi-function boards for the micro channel.

There is a limit to how many bits of information can get back into the system on one board. If you have a board with 14 or 15 functions on it, there seems to be no way in the specification to enable that board to go into the micro channel machine. What are the alternatives? You can take a totally different look at the PS/2 announcements and see that IBM didn't announce a new line of personal computers, but in fact was getting out of the PC business. What it is doing is announcing products to go after Digital Equipment. The Model 30 may be sold to the education market. No person in their right mind would buy one. The Model 50 is a terrible performance machine.

Awaiting the main feature

While it may be sharp marketing for IBM to call its newest 80386-based machine the entry-level model of the PS/2 system, it is also deceiving. As we observed last week, the promise of the next generation of computers from IBM includes Ram larger than 640K, multi-tasking and an end to that programmer's nightmare: itty-bitty memory segments.

The 80386-based Model 30 delivers on not one of these promises. As a matter of fact, despite my illusions of last week, the 30 does not even have the Micro Channel expansion bus that seems to be the hallmark of IBM's new machines — the 30's speed advantage over conventional

PCs stems from a faster clock speed and use of the 80386 processor instead of the 80286. You can get both of these performance features from existing clones at a lower price.

2-year wait for OS/2 software says Gates

It will be "a couple of years" before much software is available for the recently announced OS/2 operating system, Microsoft chairman Bill Gates told a San Francisco press conference last week. During the conference, Gates pointed out that besides the fact that the operating system itself isn't shipping until next year, the Presentation Manager (windowing interface) will be delayed another year.

NEWS 2-year wait for OS/2 software

continued from page 1
tact) won't be ready, even in a beta-test version, until November of this year at the earliest — several months after the beta version of OS/2 ships to developers in August.

People who find OS/2 important should consider going for a cheap AT-compatible instead, as these should be able to use the OS/2 operating system.

The 80386-based Model 30 has been available for three weeks, but the response has been limited both in the UK and the US, where dealers have started to offer 20% discounts. (PC Business World 5 May).

The box has the advantage of taking most currently available expansion cards, but its performance is not highly rated.

"The Model 30 is a dead loss and not a very cheap one at that," said Mark Vine, a research scientist with a heavy industrial company. "I wouldn't go for Model 30," added Neil Shepard, technical support manager with Solartron Instruments.

This view is echoed by the IBM PC User Group. "We don't feel that the Model 30 is of great interest because it is a hybrid machine," explained group chairman, Ian Fraser.

mediate future, PS/2 offers most PC users little that is not achievable within the PC standard, for substantially less money.

Kimberly-Clark, which uses over 100 IBM PCs in the UK, "did not jump up and down with glee" at the announcement. Rod Cowell, information centre manager, is most concerned about the switch to 34-inch disks. "It is a big step away from the compatibility we have tried to maintain. It makes us think strongly about buying other than IBM."

A slip-up on the sales floor



Mistakes are costing IBM dear, says Richard Sharpe

IBM has made a big marketing mistake in the way in which it is trying to interest its customers in the Personal System/2. The mistakes it has already made, let alone those it is likely to make in the future, will cost the company dear in the increasingly competitive personal computer arena.

It is uncharacteristic for IBM to make mistakes such as these: in the case of the launch of the PS/2 it seems that it still thinks, against all odds, that the pc market is technology driven.

As a result, IBM has not explained to the majority of its customers two crucial aspects of the PS/2: its use of a new operating system and the adoption of new storage media.

Neither has it explained to its dealers and marketing partners why it made these crucial decisions.

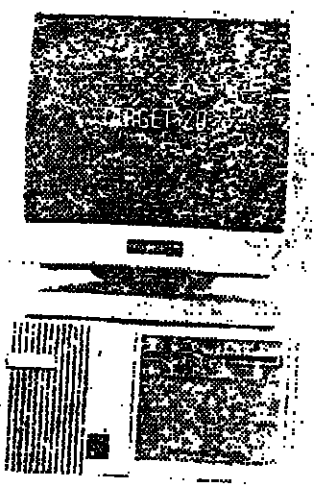
The first problem lies with the operating system. IBM's inability to deliver the software on time could well work against it. Unless you need the fancy graphics or you need an expansion card which will only work in the new machines (which is unlikely), then there is not much point buying one of these new machines until next year when OS/2 becomes available.

Even then, the second problem concerns IBM's commitment towards the small business market. It has made it clear that most of its efforts will be in the corporate market. This could leave the small business sector open to third party manufacturers.

This raises the question of whether it is worth paying the extra and buying one of the new machines, or saving money and sticking with existing IBM AT clones.

Although it is IBM's policy to

Of course, one of the biggest brakes on the acceptance of software, and indeed the acceptance of the Personal System/2 as a whole, is the delay before OS/2 becomes available. It will be released in an early version to software developers in the next few months, but it will not be until 1988 that the full-blown version hits the streets. The 80386 version could well be out or even two years later.



Please send me more information on Tandon's low price, high quality computers. Tandon (UK) Ltd., Freeport, Redditch, B97 4BR. Tel: 05271 46500

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Nature of Business _____

No. of Employees _____

No. of installed PCs _____

Tandon

Nobody's perfect. Though a look at Tandon's powerful Target 20 might make you think otherwise. Because with features like a megabyte of memory on the main board, memory mapper and a footprint of only 12.6 inches by 15.7 inches, it's a difficult micro to fault. But what makes the Target 20 particularly attractive is that the one megabyte on the mother board can be expanded up to two, without using up a slot or adding on an above board. You'll find that level of sophistication and innovation in all our computers. From

the popular PCX to the mighty PCA70. Perhaps that's not too surprising. After all our design expertise has made Tandon the world's largest manufacturer of hard disc drives. What is surprising is the consistently low price of Tandon computers. Computers that remain compatible with the tried, tested and established industry standard. For more information on the Target 20 and the rest of the Tandon range, send us the coupon. We think you'll find some attractive propositions.

Weighing in at a nifty 20 lbs, we present the new Compaq Portable 386. Pound for pound it's the most powerful computer ever built. While others are struggling to deliver their first 386 based p.c.s, Compaq (just a little proudly) bring you their leaner, fitter, faster second generation.

SPEEDY SPECS

Feast your eyes on these specs. (Sorry, we're about to nose dive into some jargon.)

The Portable 386 has a 20-MHz microprocessor, making it a full 25% faster than 16-MHz computers. (That's very, very, very fast.)

We're also talking 32-Bit architecture here. In other words this baby shunts



MORE WAITLESS FUNCTIONS

Compaq Expanded Memory Manager. What does it do? Basically it opens up phenomenal amounts of memory for you, (beyond the MS-DOS limitation of 640 kilobytes), up to 8MB. It means you can cope with huge quantities of information without having to buy extra hardware. (You can throw wild parties with the money you save!)

Optional 20-MHz Coprocessor. This little gadget does mind-bogglingly complicated mathematical calculations in a jiffy. (Up to 25% faster than other 20-MHz 80386 based p.c.s to be precise.) Especially useful for adding up

THE NEW COMPAQ PORTABLE 386. LESS WAIT WITH LESS WEIGHT

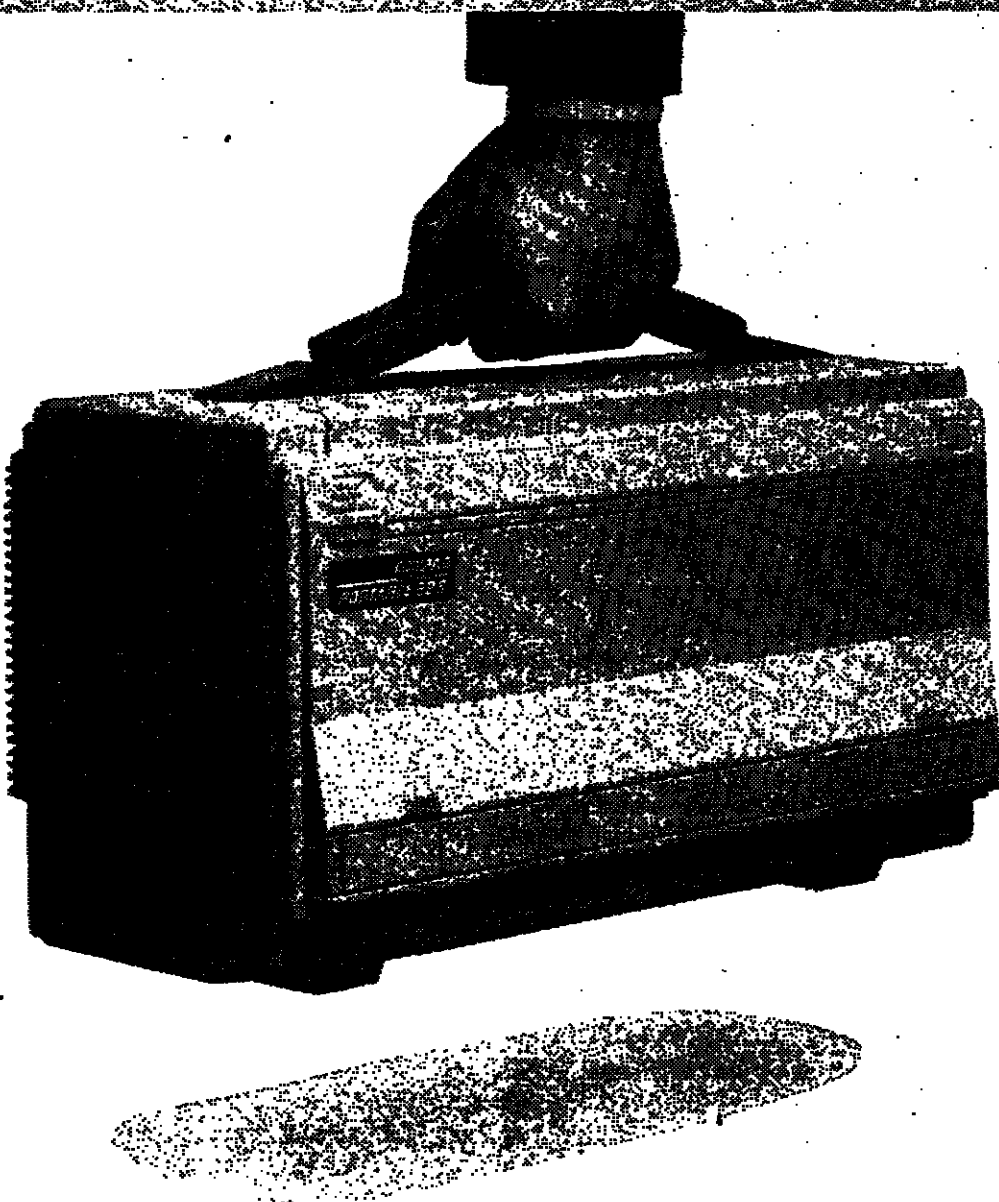
information about 32 chunks at a time, making even the lightning responses of current 16-Bit machines look decidedly slowwwwww.

Up to 100-MB Fixed Disk Drive. This is heavyweight storage capacity. More than 50,000 pages of information built in, with an average access time of 25 milliseconds, (no time at all.) This saves you having to lug around the equivalent of eighty-three 1.2MB diskettes. (For those with more modest storage needs there is also a 40MB model.)

There's more. We've equipped our new portable with 1MB of RAM and the capacity for 10MB that will help you run rings round the most complex of tasks.

FREE WINDOWS

Buy one Portable 386 and we'll throw in Microsoft's Windows/386 Presentation Manager absolutely free. So you can do real multi-tasking with current applications software immediately.



all the profits you've made using Compaqs.

BLACK LEATHER

Yes, as with previous Compaq portables, the new 386 comes with its very own black leather, or nylon carrying case. (Well what did you think we were going to say?)

STANDARDS OTHERS DON'T STICK TO

Unlike certain manufacturers we could mention, we don't see why the thousands of pounds you've already invested in hard and software should be lost for the sake of change. We've made the Compaq Portable 386 compatible with all your industry standard products

designed for 80286 based systems. It simply runs them at breakneck speed.

EVEN MORE ASTONISHING

The most amazing thing about the new Portable 386 is that...Whoops! It's the old problem, we're out of space. Fortunately all you have to do is make a bee line for your nearest Compaq Authorised Dealer and he'll take over from here.

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COMPUTER HORIZONS/2

Ireland
opts for
a unique
angle

For any firm producing new personal computer software in the Republic of Ireland it is almost obligatory to export outside the home country — the local market being considered too small and up to a year behind Britain.

Advice from the Irish government agencies trying to boost exports is that too much emphasis should be placed on the local market, they say, to produce a better or cheaper version of an existing type of program if you are an unknown firm.

SOFTWARE

By Matthew May

The answer for one Dublin-based software firm, Vision Computing, has been to develop a common indexing system regardless of what software package has been used to store the information. It fits well into the long overdue fashion to make computers more "user-friendly" and is aimed particularly at the burgeoning new area of networked computers.

While it might sound a simple idea most programs still contain the requirement for a set of arcane instructions to run them and many are totally different from each other. As anyone who has had to switch between using different word processing packages will know they can be surprisingly different.

For the manager or employee who is increasingly likely to have a networked PC on the desk, extracting information from different programs can require a know-



Seeing success: Gerald Adams and Janet Howard, founders of the software house Vision.

ledge of how each one works.

Hence the development of Equifax — a product which company founder Gerry Adams believes is unique at the micro level.

"Micros are in danger of remaining individual and even where they are networked people may not realize what else has been put on the system or how to access it," says the co-founder of Vision, Janet Howard.

"Often the non-computer literate don't have the knowledge to search several different software packages or storage systems."

Equifax uses a system of

keywords and cross referencing to present all the information stored about a particular field and can also pull up information on related areas. Documents can be retrieved that would otherwise require a knowledge of the commands specific to whichever software package was used to store it, says Vision.

The package comes with an initial 3,000 keywords to cover major business areas like marketing and finance. New keywords can be added by purchasers to customize it to a particular firm's business.

When a document is stored the package prompts with suggested areas for storing it

under and suggested links to related areas.

A system of security levels is possible so that different areas are only available to certain groups.

It will also handle most synonyms automatically, says the company.

Typical prices for Equifax are £1,100 for a three-user system or £350 for a single PC.

It has taken a year to develop and the company has recently appointed three distributors in Britain. Current turnover is £200,000 but Mr Adams is aiming for 10 per cent of a market which is estimated 17,000 new network installations this year.

The lazy job-seekers who
seem hellbent on failure

There is an interesting gap appearing between a number of recently published statistics about the computer industry job scene.

Last week, a report said that 63 per cent of the computing staff it questioned were looking for a new job. Other statistics point to the fact that 11 per cent of managers and up to 40 per cent of programmers and analyst programmers actually change jobs in any one year.

It seems, then, that somewhere between 23 per cent of the more frequent job-changers and up to 52 per cent of managers seeking a change in employment either back out of the job hunt or fail to succeed. But why?

JOBSCENE

By Eddie Coulter

A few weeks ago, the recruitment company Imbicon said only 5 per cent of applicants were suitable for a business systems manager's post out of 200 replies, while the Management and Executive Selection agency finds that only 25 per cent of all computer personnel CVs from senior people were "reasonable".

Now, it appears, according to the recruitment consultants David Rodgers that only 15 per cent of computer industry CVs can be regarded as "good." Indeed, so perturbed is Mr Rodgers, that he and fellow consultants Peter Brooks have just published *Improve Your Image: The Job Seeker's Guide* in which CVs and their presentation are highlighted.

It is intended as a sort of highway code to job-hunting.



David Rodgers: CV mistakes

Mr Rodgers should know. He has been involved with data processing since 1958. He was for many years a data processing manager and later a specialist installation commissioning manager — he installed the first IBM 4300 in Britain.

Until 1984, when he established DR Recruitment he had interviewed hundreds of job applicants. Since launching his recruitment agency he and Mr Brooks have seen many more.

"The biggest mistakes are made in the presentation of a CV," he says. "Most don't do their owners credit."

According to Mr Rodgers it is often the simple things that can cause damage to one's interview prospects. "People miss detail on their CVs, such as their postal or telephone codes," he said. "If they do that it makes you wonder if they lack attention to detail in their job."

He points out other examples of bad CV preparation, such as forgetting to keep



Peter Brooks: co-author

information within a maximum of two sides of A4 paper, gaps in employment history, failure to indicate degree of management responsibility such as the number of people under their control (in fact, managers are often the worst culprits), obviously inaccurate information and word-processed CVs printed on to computer listing paper then photocopied on to narrower A4 paper so that the edges become blurred or type is missing.

A CV, however, is only part of the problem. As the guide points out: "The majority of candidates do the maddest of things and often appear hellbent on convincing everyone in sight that they've never managed a practical thought in their lives."

The document also reminds readers that an application is actually for an interview. The job only comes later. Employers often forget that if they don't get to an interview they will never get a job.

"Neither does the applica-

tion finish when the letter is posted," says Mr Rodgers. "Many people just don't understand the employment scene. They do not analyse the meaning of recruitment advertisements or determine whether the job is actually suitable for them."

"Often, they even have little idea of where they fit in an organization. They don't study the company, know what it does, or determine relevant questions that they should ask at an interview."

"Some people, even those with degrees, have even been known to forget what they have written in the CV."

The guide is not a heavy tome, nor is it a compendium of computer industry job types and skills. It is simply a down-to-earth practical guide for anyone who wants to stand a better chance in finding a new job.

It enables the reader to become more aware of the many simple, but often overlooked, points of self-image and presentation by the individuals, both in their applications and at job interviews.

"The search for your job must be planned in the same way as a general plan for a battle..." says the guide, and "...the back-up for any assault on an entrenched situation lies in campaign planning... Without this approach it is easy to drift, to chase unsuitable posts and to waste countless hours in pursuit of the unsuitable."

● *Improve Your Image: The Job Seeker's Guide*, costs £9.95, available from DR Publications, 3 Guildford Road, Woking, Surrey. Tel: 04862 30351.

Time to key in to the 1987 awards

There is now little more than a fortnight to enter the 1987 UK Technology Press Awards sponsored jointly by *The Times* and Hewlett-Packard. It is the fourth year for the awards designed to encourage good standards in an area with more than 200 publications.

Editors may nominate candidates who have worked on their publications or programmes. Journalists may submit entries themselves. Entry forms and detailed rules can be obtained from Horsley

Ltd, Capital House, 20/22 Craven Road, London W2 3PX. (01-402 3347).

This year, there will be eight categories with entries for the first seven categories based on articles, magazines, pictures or programmes printed or broadcast between November 1, 1986, and October 31, 1987.

The eight categories are: ● Technology Journal of the Year ● Technology Journalist of the Year (News) ● Technology Journalist of

the Year (Features) ● Technology Columnist of the Year ● Technology Photographer of the Year ● Best Designed Technology Journal of the Year ● Technology Programme of the Year for TV or radio. ● Technology Press Personality of the Year.

The winners will be announced at an awards dinner at Claridge's on November 25.

Prizes will include a complete desktop publishing system; three HP Portable Vectras and Thinkjet portable printers, £1,000 of photographic equipment, crates of champagne and engraved silver trophies.

EVENTS

■ Computer Graphics 87, Tuesday until Thursday, Wimbury Conference Centre, London (01-868 4466).

■ Desktop Publishing Show, Thursday until Saturday, October 15-17, Business Design Centre, Islington, London (061-456 8363).

■ Telecom 87, October 20-27, Geneva.

■ Amstrad Computer Show, October 23-25, G-Mex Exhibition Hall, Manchester (061-456 8835).

■ IBM 87, October 26-November 6, Business Design Centre, Islington (0705 694941).

■ Image Processing and Systems Exhibition, November 14-16, Kensington Exhibition Centre, London (020 815222).

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Programs are mainly written in FORTRAN, with increasing use of graphics and design tools. There is strong emphasis on the use of modern software facilities including IBM, ICL and UNISYS mainframes, a local DEC/VAX, high performance workstations, and numerous PCs.

These are challenging jobs requiring the development of mathematical, computing and personal skills. Full training will be given and there are excellent opportunities for professional development. Starting salaries, depending upon qualifications and experience, will be on a scale £10,094-£13,010.

Write for an application form, quoting ref LRS/87/G, to Mr H Myles, London Research Station, Michael Road, London SW8 2AD. Closing date for receipt of applications: 22 October 1987.

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Please write with a detailed C.V. to: Mr. J. B. Elwell, Managing Director, Saia Division, Burgess Group PLC, Fleming Road, Hinckley, Leicestershire, LE10 3DU.

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General: This is an excellent career move for ambitious professionals. This highly respected Company has made a substantial commitment to the most up-to-date hardware, software and methodologies. First Class benefits are offered! REF: TG 4196

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General: An ideal opportunity to consolidate your DP and financial experience in a Consultancy role in this dynamic Systems House. Driving Licence essential as car will be provided. REF: TS 4128

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COMPUTER SALES EXECUTIVES £35-45,000 pa

Our competitors roll out the red carpet. We roll out the facts!

Consider the facts. A minimum 20% growth for 1988. An amazing 30% growth in our sales force in 1987. And, as a measure of our professional quality, 90% of our present sales management has been promoted from within.

It doesn't end there. These figures support the superb 100% plus achievement of our growth targets for 1987. Few computer manufacturers can claim this kind of performance.

We not only offer a complete range of systems solutions from PC's to some of the world's most powerful minicomputers, but their success have made Data General one of today's most consistently successful and progressive multi-national companies.

These products represent good news for all computer users. And even better news for our sales executives, who have in their hands the potential to earn a minimum of £45,000 in their first year – and up to twice that much for high-performers!

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As part of our growth strategy, we are committed to growing that part of our business which flows through third parties. Supporting and adding to the business which we address with business partnerships with VAR's.

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New Business – We need successful new business sales executives to come and sell into the VAR market. To identify new Value Added Resellers to work with Data General. We're looking for Sales Professionals with new business experience using the VAR channel

as the route to success.

You could also be currently working in the applications market selling to end users. This is regarded as a senior and strategic sales position and a high basic salary is offered as well as a guaranteed high commission.

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New and existing major accounts, within the sectors of Manufacturing, Government, Business & Commerce, are simply waiting for the right mature professionals to develop them



computer industry, financial sector benefits will be offered.

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For more information and an informal and totally confidential discussion, please telephone the advising consultant, **Jeff Walton**, during business hours on **061-833 0846** (24 hour answering service) or evenings at home on **0925 75 4552** until 9.00pm (today, Sunday 11.00am-8.30pm). Or fax your curriculum vitae on **061-834 9120**. Alternatively, please write with full career details to the address below.

Data General are an equal opportunities employer. Interviews will be held in each of the above mentioned locations.

INTERFACE

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Digitus Ltd,
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Digitus

Jonathan Wren

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In order to maintain their position as world leaders in investment banking our client is seeking both RPG II/III and IBM Mainframe analysts/programmers. Ideally, candidates should have strong RPG II/III and/or Cobol CICS/IMS experience and exposure to international banking would be advantageous.

Please contact Terry Rickaby.

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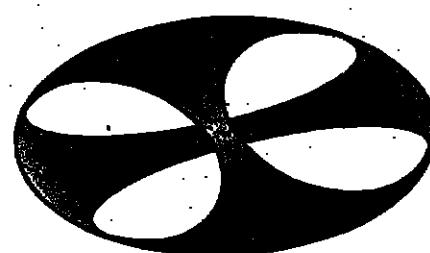
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The Jerusalem Trust is one of the Sainsbury family charitable trusts, based in London. It was established in 1982 exclusively for the advancement of the Christian religion and of Christian education and learning, and for the relief of suffering as an expression of Christian concern. Due to the continuing expansion of this work, the trustees now seek a full-time administrator to monitor existing schemes and to identify and initiate new projects within the stated policy of the trust.

The post requires someone between 35 and 55 with initiative, discernment and tact, and with a successful record of administration.

It is essential that applicants should have commitment to the expressed objects of the Trust.

Salary negotiable to £25,000 p.a. according to experience. Please send application and brief c.v. in confidence, by 31st October 1987, to:

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Director
The Sainsbury Family Charitable Trusts
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INTERFACE
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CIALISTS
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HORIZONS

A guide to
career opportunities

An inside job for carers

I went to prison recently. With a prison population of 50,000, (2,000 female), it seemed that the Prison Service must offer a secure career, and one worth investigation. The one I saw was a local prison which caters for defendants awaiting trial, short-sentence prisoners and longer-term prisoners awaiting allocation to training prisons.

There are several types of prison: open and closed training ones, remand centres, youth custody and detention centres.

Inmates have most of their daily contact with prison officers - men and women recruited between the ages of 20 and 49, some starting a second career (30 per cent are ex-Services). There are minimum medical and height requirements, (5ft 6in for men, 5ft 3in for women), and everyone must take aptitude tests. But personality is the most important selection criterion.

The Prison Service emphasizes that there is more to the job than simply locking people up. It looks for a combination of common sense and assertiveness (as opposed to aggressiveness) and the recruitment booklet mentions patience and understanding as equally necessary qualities.

Certainly, these seemed combined in one chief officer I spoke to. He was very worried about a 17-year-old in on a

The prison service calls for recruits of character and with powers of decision, and the promotion tree is really quite accessible, says

Beryl Dixon

have recently changed. It was felt that prisons were run on overtime. Officers had to work vast amounts of overtime to earn a decent wage, therefore work was often manufactured. A new package, known as Fresh Start and agreed with the union has been introduced and should be fully operational by 1992.

Under the new arrangements staff lose their overtime and subsidised accommodation entitlement and opt for a contract of either 39 hours a week on a pay scale of £9,383 - £12,562 or 48 hours for £13,032 - £16,211, with the option to change contracts once a year.

All prisons have a medical wing where patients suffering from physical or psychiatric illness are treated, thus creating opportunities for hospital officers who may have trained as general or mental nurses before entering the Service or are prison officers with at least one year's experience, trained for hospital work by the Prison Service.

In charge of every prison is the governor. "I have overall responsibility for the total institution - 300 staff, 600 adult prisoners and a hundred 'baby burglars' (under 21s), discipline, welfare and budgeting."

This governor describes his role as similar to that of any large company's managing director, responsible to the board (equated to the Home Office) for the successful running of the establishment, for the organizing, training and development of staff, management of (limited) resources, and for "ensuring that prisoners get what they are entitled to."

The art of delegation is important. Governors should not be over-involved in day-to-day minutiae - although they do still, in fact, with other senior staff, taste the food, but should be able to leave middle-managers to carry out their responsibilities. It's important to motivate people and establish a good chain of command.

Governors, however, work under constraints not experienced by some managers in industry. Money is tight; buildings designed for 400 prisoners

frequently house twice that number; staff are posted to them by the Prison Service. There is scope for initiative. For example, if the Prison Service has decided to close a mailshop, they may decide what to replace it with; whether to increase out-of-cell activity; whether to give more support to education.

A governor's job certainly demands a blend of personal skills: organization ability, resilience, a sense of humour and a sense of proportion - a full social life outside the prison is almost essential.

Not all governors are in the same sex establishments. The present governor of Brixton is a woman; of Holloway a man. Interestingly, they say that prisoners' behaviour improves for a governor of the opposite sex. For many it is a second career after the services or in management. Others joined on graduation.

From this month, the training of governors will change. All will be recruited from serving officers, but an accelerated promotion scheme is being established, designed to attract graduates with potential to reach at least Prison Grade 2 (the governor of Dartmoor for example).

Candidates will attend the Prison Service College for tests, group discussions and interviews. Those successful will train as prison officers before

Governors recruited from serving staff in prisons

being posted as Grade 8 officers for two years.

During this period they will have to pass the qualification for Grade 7 but may attend a selection board for promotion to Grade 6. If successful, they will attend Prison Service College before working for two years at Grade 6 and two at Grade 5.

They may then attend a Grade 4 Promotion Board. Grade 4 is likely to be deputy governor of a medium-sized prison or governor of a smaller one. After this, the scheme will end, but members may compete on equal terms with other senior officers for further promotion.

A limited internal scheme is being developed for existing service officers but details have yet to be finalized.

Salaries will be good. The minimum at Grade 6 will be £14,230 while a Grade 1 post will carry a salary of more than £31,000.

Details: Home Office Prison Department HQ, Cleland House, Page Street, London SW1P 4LN

PUBLIC APPOINTMENTS

CUMBRIA POLICE AUTHORITY CHIEF CONSTABLE

Cumbria Police Authority invites applications from suitably qualified Police Officers for the post of Chief Constable which becomes vacant on 1st December 1987.

Cumbria has an area of 1,682,780 acres and a population of approximately 487,000. The authorised establishment is 1,144 Police Officers and 408 civilians.

Current salary is £39,408 and appropriate allowances are paid in respect of rent, car, subsistence and uniform.

The appointment will be subject to the approval of the Secretary of State, to the provisions of the Police Act 1964 and Police Regulations and to the candidate undergoing a satisfactory medical examination.

Application forms are obtainable from the County Secretary and Solicitor, The Courts, Carlisle, Cumbria CA3 8LZ (Telephone: 0228 23456 ext 2212) and should be returned by 6th November, 1987.

Barnet Legal Division

Attractive new pay and recruitment package

You may find it surprising, but Barnet is in fact London's second largest borough. This fact is reflected in the complexity and variety of the workload of the Legal Division.

We've reorganised the Legal Division to create three new sections and are now looking for a dedicated Lawyer for this key post in the new structure. We have also recently re-evaluated the market rate and our salaries now reflect our commitment to obtaining high calibre staff for our services.

Principal Solicitor Technical Services

SALARY: from £20,316 - £24,570 per annum inclusive depending on qualifications, experience and ability.

An experienced Conveyancer with an interest in Planning Law, you will lead a team of eleven staff, both admitted and unadmitted, and will be responsible for the Council's Conveyancing and Planning work.

Your managerial expertise in the areas of motivation and leadership will be of considerable value, both in supervising staff and playing a key role in management decisions.

Attendance at Committees of the Council is expected.

This post is situated at Hendon Town Hall, NW4 and offers a stimulating environment and pleasant working conditions. Hendon is served by excellent road and rail links both to Central London and the rest of the Country.

In addition we offer a generous relocation package which includes payment of Estate Agent's and Legal fees, and interest free loans for tickets. We may even be able to offer you temporary housing accommodation.

For an informal discussion regarding this post, contact Leonie Cowen, Chief Solicitor, on 01 202 8282, ext. 2008.

Closing date 5th November, 1987

Ref. 600/PSI

Application forms available from the Recruitment Office, London Borough of Barnet, 16/17 Seaford Square, Brent Street, Hendon, London NW4 2EN. Telephone 01 202 8282, ext. 2372 (01 202 6602 outside office hours).

LONDON BOROUGH
Barnet

TECHNICAL SERVICES DEPARTMENT Architectural Division

The Architectural Division handles both the design of new buildings and the adaptation, refurbishment and extension of existing buildings.

The workload spans the whole range of building types: Housing, Educational, Social Services, Civic Buildings, Office, Industrial, Commercial, Sporting and Recreational.

Applications are invited from candidates with substantial architectural experience who have initiative and design ability and who are able to supervise and take project responsibility at the appropriate levels.

ARCHITECTURAL ASSISTANTS

(2 POSTS)
£11,070-£13,506 - Ref. L634 (AJ)
£11,070-£12,882 - Ref. L628 (AJ)

To be responsible for undertaking the design, preparation and supervision of schemes and programmes of work for the Local Authority. Experience of, and a flair for, interior design and building refurbishment will be an advantage for the post L624.

Applicants should be Registered Architects, B.I.A.T. or N.A.C., O.N.C., B.Tec or equivalent.

ARCHITECTURAL TECHNICIAN

£7,659-£10,647 - Ref. L632 (AJ)

To undertake the preparation of architectural construction drawings and to be responsible for the supervision of minor works contracts. Applicants will possess a relevant qualification, i.e. B.I.A.T., N.A.C., O.N.C., B.Tec or equivalent. A current driving licence and use of a vehicle is essential for all of the above mentioned posts. Relocation expenses are available in approved cases.

Application forms and further details available from the Town Clerk and Chief Executive Officer, Metropolitan Borough of Solihull, P.O. Box 16, Council House, Solihull, West Midlands B37 3QX. Tel: 021 704 6086 (24-hour answering service) quoting appropriate reference number.

Closing date: 28th October, 1987.

ALL APPLICATIONS WILL BE CONSIDERED ON THEIR MERIT.

Solihull

METROPOLITAN BOROUGH COUNCIL

UNIVERSITY OF BRISTOL RESIDENCE OFFICER

Applications invited from suitably qualified and experienced persons for the new and challenging post of Residence Officer. The person appointed will assist the Wardens of Halls of Residence in the management of residences for 2500 students and will be responsible for the maximising of income from conference activity. The current turnover of the residence account is approximately £3m p.a. The appointment will be made on Administrative Grade 3 (£15,415 - £18,210 p.a.) Full particulars available from Deputy Secretary, University of Bristol, Senate House, Bristol BS8 1TH, to whom applications are to be sent by 19th October.

TWEEKSBURY BOROUGH COUNCIL PERSONNEL OFFICER

Salary Scale PO (33-36) £12,519-£13,506 (From February, 1988: £12,804-£13,812) (UNDER REVIEW)

The Council is seeking to appoint a Personnel Officer who will provide a comprehensive service to all Departments of the Council.

The duties cover the full range of personnel services which include the responsibility for work study and the maintenance of incentive bonus schemes. Applicants must have had several years experience in both the personnel and work study fields and be able to demonstrate a proven ability to make a positive contribution to the development of the Council's personnel functions.

Job descriptions and application forms returnable by Monday, 2nd November, 1987, are available from:

The Borough Secretary,
Tewkesbury Borough Council,
The Council Offices,
Gloucester Road,
Tewkesbury,
Glos., GL20 5TT

Tel: Tewkesbury 295010 (extension 2108)

BASTON SCHOOL HAYES, BROMLEY, BR2 7AB

The Headmaster wishes to appoint a

BURSAR

to manage the school's financial affairs. The post is full time, 3-18 hours per day, 5 days a week, 40 hours per week, commencing 1st January 1988. Successful candidates will be aged between 35 and 50. Further details and an application form may be obtained from the Headmaster. Closing date for applications will be Thursday, 5th November 1987.

Oxfordshire County Council

AN EQUAL OPPORTUNITY EMPLOYER
Social Services Department

Senior Finance Officer

SO1/2 £11,070 - £12,882

(Re-advertisement - previous applicants need not re-apply)

This post is responsible for the co-ordination of the day to day activities of a team of eight staff in the Headquarters Finance Section, as well as being responsible for the monitoring and control of all community and support services expenditure.

This will be a highly rewarding post for a applicant who can bring to the post enthusiasm and relevant qualification and financial experience.

For informal enquiries contact Mr N Kennedy, telephone Oxford 815892.

Job description and application form from Director of Social Services, Speedwell House, Speedwell Street, Oxford OX1 1UJ or telephone Oxford 815883.

Closing date: 26.10.87.

Nursery places for children aged 6 months to 5 years will be available at a day nursery in Oxford run by the St Thomas Day Nursery Association.

THE ROYAL ASSOCIATION FOR DISABILITY AND REHABILITATION.

has a vacancy for Head of Fund Raising to supervise and co-ordinate an enlarged fund raising programme covering all aspects of the Association's work. Salary N1C Scale (£13,904-£16,962). Job description and application form available from:
The Office Manager, RADAR,
25 Motspur Street, London SW1W 8AR.
RADAR is an equal opportunities employer.

STANBRIDGE EARLS SCHOOL ROMSEY HAMPSHIRE

APPOINTMENT OF

BURSAR

The Governors invite applications for the post of BURSAR and Secretary to the Council which becomes vacant on the retirement of the present holder on 1ST APRIL 1988.

Details of the appointment may be obtained from:-

The Secretary to the Governors
Stanbridge Earls School
Romsey, Hants,
SO51 0ZS

EAST YORKSHIRE BOROUGH COUNCIL

(Re-Advertisement - Previous applicants need not apply)

Senior Committee Administrator

Scale 6 - £9,966 to £10,647 per annum

Applications are invited for the above post in the Administration Department based at the Town Hall, Bridlington.

The person appointed will be number two in a team serving the Committees of the Council and will be responsible for preparing agendas and minutes for, and dealing with correspondence from, the Committees to which he or she is assigned. Previous experience in Committee work is desirable. Recruitment incentives will be offered in appropriate cases.

Further details and an application form may be obtained from the Personnel Officer, Town Hall, Bridlington YO16 4LP (Tel: 0222 879151) and completed forms should be returned to him by Monday 19th October, 1987.

The Department of the Environment is seeking an Environmental Protection Technology Adviser

For secondment to Government, primarily to run the Department's new Environmental Protection Technology (EPT) scheme. The scheme is intended to stimulate innovation which will improve environmental standards.

The Adviser will have a key role in shaping the new scheme and encouraging industrial participation. He or she will work with a Management Board drawn from industry and Government, and a Group at Warren Spring Laboratory which will operate an information base for the scheme.

Candidates should have experience of technological innovation in the EP field and awareness of commercial and policy issues, and be able to carry conviction in promoting the scheme's concepts at high levels in industry.

The post would be for a period of 1½-2 years. The Adviser will be expected to contribute to other aspects of the Department's work on pollution control.

Salary costs up to £35,000 p.a. all inclusive would be reimbursed to the seconded's firm. Travelling expenses or London lodging allowance could also be met in appropriate circumstances.

For further information contact the EPT Unit, Department of the Environment, Room A303, Romney House, 48 Marsham Street, London SW1P 3PY. (Tel: 01-212 7738)

DEPARTMENT OF THE ENVIRONMENT

DIARY OF THE TIMES CLASSIFIED

The Times Classified columns are read by 1.3 million of the most affluent people in the country. The following categories appear regularly each week and are generally accompanied by relevant editorial articles. Use the coupon (right), and find out how easy, fast and economical it is to advertise in The Times Classified.

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THURSDAY
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La Caisse de la Crème and other sectorial appointments.

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Overseas and UK Holidays: Villas/Cottages, Hotels, Flights, etc. Restaurant Guide: Where to eat in London and nationwide with editorial.
Sundays: Times Guide to Legal & Financial Services: corresponding to divorce, shares to management, with editorial. Shopping: Window shopping from the comfort of your own home.

Fill in the coupon and attach it to your advertisement, written on a separate piece of paper, allowing 28 letters and spaces per line.
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01-481 1066

PUBLIC APPOINTMENTS

01-481 1066

NATURE
CONSERVANCY
COUNCIL

DIRECTOR GENERAL

The Nature Conservancy Council at Peterborough is re-advertising for a Director General to succeed Mr R.C. Steele who retires in May 1988.

The NCC is an independent body set up under the 1973 Act and is the statutory adviser to Government on nature conservation in Great Britain. Its current annual budget is over £3m and it employs 800 permanent staff from a wide range of disciplines.

The Director General is responsible to Council for the direction and organisation of the NCC, and for advice on the formulation and implementation of Council's policies. As Accounting Officer, the Director General is responsible also for effective and economic management and financial control. There are regular public speaking engagements, both in the UK and overseas.

This is a challenging post which will require an adaptable and vigorous manager with the ability to promote nature conservation both within Government and the community as a whole. The Council is committed to working in partnership with environmental, farming and other interests. The Director General must be able to maintain support for this approach at a time of rising public interest in conservation.

For candidates with outstanding qualifications and experience the salary could be up to £42,500, although the normal range for the post is £34,000 - £37,000. There is also a pension which is non-contributory apart from L5% for Family Benefits.

Applicants from the previous advertisement need not re-apply.

For further details and an application form (to be returned by 3 November 1987) please write to the Civil Service Commission, Alcon Link, Basingstoke, Hants RG21 1JB, or telephone Basingstoke (0256) 468551 (answering service operates outside office hours). Please quote ref: G/7371.

An equal opportunity employer

ETON
COLLEGEBuilding
Surveyors

The College is proposing to make two new appointments to strengthen the capital and maintenance functions. Two Building Surveyors are required to assist the Building Surveyor, one to be primarily involved in the College's substantial programme of capital projects and the other to be mainly involved in building maintenance and improvement schemes. Applicants should have experience of:

- preparing drawings for minor improvement schemes, estimating costs for small works;
- using micro computer based planning techniques;
- supervising and controlling building and repair work;
- liaising with architects, contractors, planning authorities, etc.

A fully competitive salary will be offered to the successful candidates with a possibility of accommodation if required. Further details and applications forms can be obtained from: The Building Surveyor, Eton College, Windsor, Berkshire SL4 6DU. Tel: (0753) 869991 Ext. 152.

The closing date for applications is 5th November 1987.

Grampian Police
CHIEF ADMINISTRATIVE
OFFICER

Salary £17,166 - £18,432 with placing according to qualifications and experience

This new post is to be filled in January 1988. It is the senior post on the civilian staff of the Force and carries responsibility for central administration with a particularly strong emphasis on senior personnel and financial management. Chief Administrative Officer will represent the Chief Constable at a number of meetings with bodies out with the Force, including some Regional Council meetings.

Applicants for this challenging post must be energetic and resilient, and have management experience.

Application forms and job descriptions from Director of Manpower Services, Woodhill House, Aberdeen, AB9 2LU. Closing date for applications October 28, 1987. Ref: 87/87/77.

ASSISTANT CHIEF
EXECUTIVE

SALARY £24,339 - £26,523

Applications are invited for this key management post. The successful candidate will be involved in policy formulation and advice and will enjoy a wide ranging role. The post offers valuable experience for an aspiring Chief Executive.

Applicants should have professional qualification and relevant experience, preferably in local government.

Further particulars and application forms, to be returned by 9 November 1987, may be obtained from K.A. Abel, Chief Executive, Dorset County Council, County Hall, Dorchester, Dorset DT1 1JL.

Interviews will be held on 20 November 1987

GREAT YARMOUTH
BOROUGH COUNCIL
TRAINEE
SOLICITOR

Salary up to £7503

A young enthusiastic legal team are looking for a Trainee Solicitor to join their section which handles all the Council's legal work.

Experience will be given in litigation (High Court, County Court and Magistrates' Court); conveyancing (including commercial work); and specialist areas such as planning, housing and environmental health law.

The successful applicant (who should have passed the Law Society's Final Examination) will be given both a comprehensive training and considerable responsibility at an early stage.

For an informal chat about the post, telephone Chris Skinner on Great Yarmouth (0493) 846314. Application Forms can be obtained from the Chief Executive's Department, Town Hall, Great Yarmouth NR39 2DP. Closing date: October 30th.

EXETER COLLEGE, OXFORD
HOME
BURSARSHIP

The College proposes to appoint a Home Bursar responsible for the domestic affairs of the college, to take up office from 1st April 1988. The post which will be held with an Official Fellowship of the College, is open to men and women.

Further particulars may be obtained from the Vice-Rector to whom applications, with the names of not more than three referees, should be sent not later than 7th November 1987.

PUBLIC AND
HEALTH CAREEAST SURREY HEALTH
AUTHORITY
NETHERNE HOSPITAL MENTAL
HEALTH UNIT
OPERATIONAL SERVICES
SUPPORT MANAGER

A & C 4

Salary: £8,562 - £10,436 p.a. + £149 Fringe

London Weighting (Pay award pending)

A demanding post has arisen in this progressive Mental Health Unit, presently involved in the major transition to locality based services.

We are looking for a highly motivated person to assist in the management of operational services. As well as demonstrating general management skills you should be able to work under pressure and will be required to undertake projects as designated by the Assistant General Manager.

This is a challenging opportunity for someone with excellent communication skills and the ability to manage change. The post offers unique experience for career development.

Closing date: 26th October 1987.

It is proposed to hold interviews on 4th November 1987.

Informal enquiries to: Neil McLaren, Assistant General Manager, Operational Services.

Application package from:

Brighton Murfey, Unit Personnel Officer, Netherne Hospital, P.O. Box 150, Coudon, Surrey, CR2 1YE.

Telephone: Downland (07375) 56700

PUBLIC & HEALTH CARE
APPOINTMENTSSheffield School of Nursing
Curriculum Innovations
(Mental Health)SENIOR TUTOR
Grade 5

We are looking for a dynamic, forward thinking person to develop Mental Health Curriculae for the 1990s.

Role Outline: This post is one in which the holder is seen to co ordinate and facilitate aspects of the curriculum together with Service and Education colleagues. Strong links exist within Sheffield City Polytechnic.

It is anticipated that the post-holder will work closely with their colleagues responsible for General and Paediatric Courses, thereby sharing and extending their curriculum Development Module instituted for Nurse Tutors.

We see this post as giving the opportunity to enhance both personal/professional development through experience within the Curriculum Team; participating in or undertaking appropriate research, and extending their professional studies.

Applicants should be registered in either part 3 or 5 of the Professional Register. Experience in Curriculum work is desirable but the essential requirement is an interest and genuine commitment to this field of Nurse Education, consideration will therefore be given to those applicants who demonstrate these qualities.

For further information and informal visit, please contact: Miss P.A. Stockton, Assistant Director of Nurse Education (Curriculum Function), on 0742 434343 ext 4865.

Closing date for applications: October 30, 1987.

EAST BERKSHIRE HEALTH AUTHORITY
WEXHAM PARK HOSPITAL
SLOUGH, BERKSHIRE

COMMUNITY NURSE/CHARGE NURSE

We require experienced Nurses to work in the Community which includes Elderly, Mental, Paediatric and Maternity. The successful candidate will be responsible for the care of a number of patients and will be required to undertake projects as designated by the Assistant General Manager.

This is a challenging opportunity for someone with excellent communication skills and the ability to manage change. The post offers unique experience for career development.

Closing date: 26th October 1987.

It is proposed to hold interviews on 4th November 1987.

Informal enquiries to: Neil McLaren, Assistant General Manager, Operational Services.

Application package from:

Brighton Murfey, Unit Personnel Officer, Netherne Hospital, P.O. Box 150, Coudon, Surrey, CR2 1YE.

Telephone: Downland (07375) 56700

Chelsfield Park Hospital

Chelsfield Park Hospital is a new 50-bedded purpose built independent hospital which opened in May and is situated in its own landscaped grounds on the outskirts of Orpington in Kent and just a few minutes from the M25. The hospital offers the very best in care combined with high standards of comfort.

In addition to our extensive clinical services, the hospital has Resident Medical Officers who provide 24-hour cover.

The hospital has a twin operating theatre suite which undertakes all types of surgery ranging from general and ENT to major orthopaedic and ophthalmic work. One theatre has a laminar flow unit, plus full supporting services including a 3-bay recovery area and CSSD unit. In addition, there is a minor procedures theatre with attached Day-Surgery suite.

Theatre Sister
This post would be suitable for well experienced Staff Nurses seeking to further their career in a professional and stimulating environment.

Theatre Nurses RGNs & SENs
Nurses with the appropriate ENB course are encouraged to apply, although relevant experience will certainly not be discounted.

RGNs & ENs
Due to our success we are now opening our 2nd floor and require RGNs and ENs to complete our nursing team.

ODA
To complete our theatre team, we require another Operating Department Assistant. This is an ideal opportunity to gain further experience in a challenging and happy environment.

Benefits Package
★ Competitive salary ★ Subsidised meals ★ 6 weeks' annual leave ★ In-house teaching and training programme ★ Pension scheme ★ Subsidised accommodation available ★ Private health insurance

For job descriptions and further information, please contact Miss Sharon Kingston on (0689) 77855 or write to her at:

Chelsfield Park Hospital
Bucks Cross Road
Chelsfield, Kent BR6 7RG

SHENLEY HOSPITAL
Radlett, Herts, WD7 9HB
9 SESSION LOCUM
CLINICAL ASSISTANT

Shenley is a modern psychiatric hospital set in beautiful grounds in rural Hertfordshire, and conveniently placed for central London and M25.

Duties will include: working with acute psychiatric patients, running an out patient clinic in a general hospital, and a second on-call commitment to the Great Health District.

The hospital provides a programme of post graduate teaching in Psychiatry with the full approval of the Royal College of Psychiatrists, in which the post holder may participate.

This is a temporary vacancy pending the appointment of an experienced Psychiatrist on a non-consultant grade, a post for which the postholder will be encouraged to apply.

Accommodation to Mary Warner on Radlett 5531 and 282.

Closing date Monday 26th October 1987

COMPUTER APPOINTMENTS

COMPUTERLAND

This major micro-computer training company requires the following staff:

1. Sales Executives
2. Support Executive (Accounts)
3. Support Executive (Networks)

with knowledge of Novell and Lotus systems.

For all positions you have to be experienced, preferably within an IBM environment. Good salary with benefits.

If you are interested, then please telephone Melanie Bridgeland on 248 8385

GWYNEDD HEALTH
AUTHORITY AND
UNIVERSITY COLLEGE OF
NORTH WALES, BANGORJoint Appointment of Senior/Basic
Clinical Psychologist(Psychology of the Elderly) -
Lecturer in Clinical Psychology

This post has been created as part of a major new development in psychological services in North Wales, involving a unique collaborative arrangement between Gwynedd and Ceredigion Health Authorities and the Department of Psychology, University College of North Wales. In addition to clinical work, the successful applicant will be involved in important research and training initiatives. However, we are looking for potential, and not necessarily someone with an established track record in teaching and research. The successful applicant will join six other Psychologists with similar joint N.H.S./University appointments in various clinical specialisms.

Half of the postholders time will be allocated to duties as Lecturer in Clinical Psychology at the University. These duties will largely focus upon research and teaching in the Psychology of the Elderly. The department of Psychology at Bangor is closely involved in the organisation and teaching of the North Wales In-Service Course in Clinical Psychology. The postholder will be expected to contribute to this course and, in addition, to help develop and teach new post qualification courses appropriate to the specialism.

The postholders clinical duties will be to provide a service to the Aberconwy sector of the Gwynedd Elderly Mental Health Service and liaise with the relevant Gwynedd professionals working within the specialism and allied fields. The person appointed would be expected to play a significant part in service planning and development.

The salary will be on the Whitley Council Scale. For informal enquiries, or to arrange a visit contact Mr Basil Meredith, Top Grade Psychologist, Ysbyty, Gwynedd, (see below) or Dr Fergus Lowe, Head of Department of Psychology, University College of North Wales, Bangor, Gwynedd LL57 2DG. Tel: 0248 351151.

Application forms and job descriptions are obtainable from Mr Derek Benjamin, Personnel Officer, Ysbyty, Gwynedd, Ysbyty, Gwynedd, Gwynedd LL57 2PW. Tel: 0248 370007.

Closing date for applications is 23rd November, 1987.

Southwell Diocesan Council for Family Care
RESIDENTIAL TEAM LEADER
(Manager)

Of Gwendoline Grove, Nr Mansfield
Residential accommodation for
14 mothers and their babies.

The successful applicant will be an SRN with experience in residential settings and a social work orientation, able to relate easily to young mothers, be a flexible team leader of a committed group of care staff, with the initiative and imagination to develop the supportive training of inexperienced parents, and be a member of a Christian church.

Salary for 37 hour week plus sleeping-in duties on Whitley scale (up to £12,000 p.a.) according to qualification and experience.

ALSO REQUIRED, a LOCUM with SRN qualification to do occasional weekend, sickness and holiday relief.

Letters of Application with CV's to:
The Administrator, Family Care, 1 Plantagenet
Street, Nottingham NG3 1HL
Tel: (0602) 501805, by 21st October.

REMEDY

Independent Personnel Services Ltd
Well established International and United
Kingdom Medical Employment Business and
Agency seeks an

OPERATIONS
MANAGER

The successful applicant will be committed to this service product and their remuneration will be related to delivery and performance.

Outstanding Managerial and Operational abilities are required.

Suitable applicants should in the first instance apply in writing with a full Curriculum Vitae to:

Dr. A.G. Simpson,
59 Harley Street,
London, W.1.

LEGAL APPOINTMENTS

Commercial Lawyers/
Executives

Sutton, Surrey

& Negotiable

The Crown Agents is a public corporation which provides procurement, financial and consultancy services to Governments and Public Bodies overseas.

Two vacancies have arisen in the Commercial Department which provides commercial and legal services to all divisions of the corporation.

Both positions involve drafting, vetting and negotiating of contracts relating to a wide range of goods and services in an international context. It is therefore preferable that applicants should have at least two years experience of Export Finance and Contractual work in an export related environment.

Applicants may well be legally qualified or educated to graduate level and have relevant legal or commercial experience.

In the first instance, please send your CV to Inge Gebhardt,

Crown Agents

The Crown Agents for Overseas Governments,
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St Nicholas House, St Nicholas Road,
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Experienced Litigation Solicitors required by large exporting office of substantial firm with offices over a wide area. A real career opportunity for an able and ambitious Solicitor. Excellent initial salary.

Please contact:

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COMPANY
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Foysters require an Assistant Solicitor in their busy and expanding Company and Commercial department, to assist a Partner with a variety of private company, commercial, work.

The position is suitable for a solicitor who is newly qualified or about to qualify.

Suitable experience in articles is an advantage but less important than ability, enthusiasm and willingness to make the necessary effort to succeed.

Applications in writing with full C.V. to Andrea McWatt

FOYSTERS

37 PETER STREET, MANCHESTER M2 5GB

LITIGATION ASSISTANT

required by

PHILIPPSOHN

We are a young 3-partnered firm specialising in commercial litigation.

The post would suit an applicant of at least 3 years post-qualification

experience in commercial litigation who will be required to manage a

demanding, varied and interesting volume of work. Excellent terms will be offered to the successful applicant.

Please write to us with C.V.

to: 294/295 High Holborn,

London WC1V 7JG Ref SNP

LAWFORD
& CO

We require for our expanding practice in the following departments:

PERSONAL INJURY: Qualified Solicitors or unqualified clerks with experience. Consideration will be given to persons with no relevant experience but interested in being trained.

Please send CV to W S Stapleton

CONVEYANCING: A recently qualified Solicitor for domestic and light commercial conveyancing. Relevant experience in articles while helpful not essential.

FAMILY: A recently qualified Solicitor to deal with all aspects of family law.

Please send CV to G L Meyrick

15 Devereux Court, Strand,

London WC2R 3JJ

01-353 5099

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Locum

required by West End

Solicitors for General

Common Law Litigation

probably until

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Telephone 01 734 7162

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Wanted mainly to do

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Good salary,

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LEGAL APPOINTMENTS

01-481 4481

OPPENHEIMERS

HERBERT OPPENHEIMER, NATHAN & VANDYK

Oppenheimers' practice is based on the industrial, commercial and financial activity of its clients, who include some of the largest UK companies and financial institutions, as well as foreign corporations, banks, governments and governmental institutions. Continued growth throughout the firm has created further opportunities for lawyers in the following Departments:

COMPANY AND COMMERCIAL**Assistant Solicitors**

are required at all levels to deal with a variety of complex and substantial company and commercial matters.

COMMERCIAL PROPERTY**General**

Several newly qualified and experienced solicitors are needed to deal with high quality general commercial property work.

Planning

We are looking for two lawyers, one experienced, one newly qualified, to deal with a wide range of planning matters including office, industrial, retail and residential developments.

Construction

We require an experienced lawyer to deal with mainly non-contentious drafting of and advising on major contracts.

COMMERCIAL LITIGATION

We need two litigators both of whom have been qualified for approximately two years.

One will handle substantial commercial litigation much of it with a technological or computing bias.

The other will join a team actively engaged in substantial transnational commercial litigation and will have a good knowledge of German and preferably one other foreign language.

Please apply in writing with full C.V. to: **Jim Surgeoner**, Oppenheimers, 20 Copthall Avenue, London EC2R 7JH.

Commercial Conveyancing

New Appointment—£ Highly Attractive
Upwards—3 years P.Q.E.

Due to continuing growth through new business, our Client, a successful and resourceful London firm with a broadly based Commercial practice, offers an excellent opportunity for a Solicitor with energy and enthusiasm to work within a stimulating environment. The partners recognise that growth and prosperity depend upon the ability to provide a service that is perceived to be excellent.

If you have the relevant experience since qualifying then please telephone James Davis in the strictest confidence or write to him at the address set out below.

LEGAL SELECTION

160 New Bond Street,
London W1Y 0HR
England
Telephone 01-493 8515
Fax 01-491 7459

**JAMES
DAVIS**
P & PARTNERS

WATSON, FARLEY & WILLIAMS

Fast-growing City practice
wants ambitious lawyers for

ASSET FINANCE**COMPANY LAW**

This is a young firm concentrating on chosen areas, demonstrating that even the largest international commercial clients can be serviced by the compact and flexible practice. It has grown more than five-fold to 16 partners in 5 years. They are a dynamic and plain-speaking group of professionals. The pace is fast and involved. *All* the sleeves are rolled up. They now need more muscle in two growth areas. From the salaries and prospects they are prepared to offer you will see that these are exceptional opportunities for impatient solicitors, even newly qualified ones, who have a knowledge of either subject.

Write or phone their recruitment consultant:

Mrs. Indira Brown
Bernston International
01-223-6555

6 Westminster Palace Gardens
Artillery Row,
London, SW1P 1RL

**COMMERCIAL
LAWYER**

Late 20's

The work undertaken by the Legal Department of our client, a major U.K. plc, is intrinsically interesting, wide ranging, original, often international and of the utmost commercial importance. An internal promotion has created the need to recruit a Commercial Lawyer.

Candidates must be intellectually able, with about three years relevant post qualification experience in commercial law and used to dealing with a heavy caseload. The required skills extend beyond purely legal considerations and include negotiating with third parties and the ability to create contracts—often novel and complex—under pressure of tight commercial deadlines.

The salary and benefits package is excellent and includes substantial assistance with the costs of relocation to a pleasant, historic city.

To apply, please write, in strict confidence, giving details of experience, age, qualifications and present salary quoting Ref: 1000/11. Alternatively telephone John Pattison as adviser to the company on 0602 411238 (office) or 0623 553615 (evenings) for a brief discussion. No details will be divulged to our client without your prior permission.

CB-Linnell Limited

7 College Street, Nottingham NG1 5AQ.
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**Nathan, Silman
solicitors**

We are a young, progressive four partner firm in the West End of London providing a comprehensive commercial service for an extensive client base. The firm is seeking three additional, enthusiastic and capable young lawyers to become part of its growing team—all newly or recently qualified.

COMMERCIAL

We require a well qualified lawyer who will assist in the expansion of this department, handling a broad cross-section of company and commercial work, some of which will be property related.

PROPERTY

A solicitor with some commercial flair and a zest for variety in the property field is needed for our Property Department, which handles property development and investment as well as general commercial property matters and a limited amount of private client work.

LITIGATION

We require a lawyer with good litigation experience in articles to work alongside our litigation Partner dealing with a wide range of civil, commercial and contract matters.

We have a close and personal working relationship with our clients and a friendly office atmosphere. The ability to relate to clients and colleagues and a good sense of humour, coupled with a commercial and creative approach to the law and a willingness to work hard—under high pressure at times—are qualities which we consider to be as important as intellectual ability or relevant experience.

Salaries and benefits are competitive and future prospects are excellent. Interested applicants should write with full career details to the Partnership Secretary.

Osprey House, 78 Wigmore Street, London W1H 9DQ

Financial services**Associate Director,
Compliance**

British & Commonwealth Holdings PLC
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For one of the fastest growing UK based financial services groups, the pace and scale of the Group's development ensure that this is viewed as a key appointment within the central management team.

You will have responsibility for overseeing the development, implementation and operation of compliance procedures across the Group and will be the Group's principal link with the SROs. Of particular importance will be the establishment and maintenance of close liaison and rapport with Group operating companies.

Educated to degree level you may come from a variety of diverse business or professional backgrounds but are most likely to be a qualified commercial lawyer or chartered accountant. You will have a significant record of achievement in your chosen career, a thorough understanding of the workings of the financial services sector and may already be in a commercially oriented or regulatory role in a financial services environment. Personally, you must be able to combine forcefulness and firmness with tact and diplomacy and be a first class communicator.

Remuneration, which includes a comprehensive benefits package, bonus and share options, is for discussion but it is unlikely to prove a bar to suitable candidates.

Please send resumes, including a day time telephone number to: Torrance Smith, quoting Ref. TS798.

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Require experienced Solicitor to head mixed Litigation Department. Own following essential. Entertainment work connection preferred. Excellent remuneration and benefits for applicants who must have partnership ability and ambition.

Tel: 01 734 7162 or
434 1866

Ref: MM or JMK

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Working mother, hours to suit.

This is an ideal opportunity for an experienced matrimonial lawyer who is unable to work conventional hours, due to family commitments. You can work part time or to some extent from home. Salary £15,000 or pro rata to hours worked. Tel: 01-790 4032 for further details or write with cv to:

Edward Fain, Bradshaw & Waterson,
402 Commercial Road,
London, E1 0LG
Ref:HR

01-481 4481

LEGAL APPOINTMENTS

01-481 4481

Planning Lawyer

Our Client, a highly successful and progressive medium-sized City firm, now seek to appoint a Solicitor or Barrister to join their existing planning team.

Acting for major corporate clients in the property field, as well as agencies in the public sector, our Client is looking for somebody experienced in planning and compulsory purchase work, preferably with a local government background.

The successful candidate should have at least three years post-qualification experience and be accustomed to working under pressure without supervision. The position carries an extremely attractive salary package.

Please contact James Davis in complete confidence.

LEGAL SELECTION

160 New Bond Street,
London W1Y 0HR
England
Telephone 01-493 8515
Fax 01-491 7459

JAMES DAVIS
P & PARTNERS

The partners of Simpson Curtis Solicitors cordially invite ambitious solicitors to join them in the Patience and Princess Ida rooms at The Savoy, London on Tuesday, 20th October from 12.00 noon to 7.30 pm

PSVP only for private interviews to Stephen Chandler or Jonathan Jeffries, Simpson Curtis

Please find attached an invitation to our event at The Savoy on 20th October which I do hope you'll be able to attend.

As a vigorous and forward-looking firm, we are keen to meet ambitious solicitors with City experience capable of making a real contribution to our future success.

Based in the commercial city of Leeds, Simpson Curtis is already one of the leading law firms in the country and serves a wide range of substantial business and commercial clients. Recent expansion has created a number of professional opportunities in all departments.

We understand that moving away from London is a difficult decision. However, I and all of my ex-City colleagues have been surprised by the range and quality of the firm's work, the excellent prospects for advancement and, of course, the superior life-style available in Yorkshire. When you know more about us, you'll probably be surprised, too.

If you think you have the professional skills and ambition to succeed with us, please drop in at The Savoy for an informal chat. Or, if you'd prefer, a private interview, please contact either myself or Jonathan Jeffries beforehand on 0532 433433 or on the day on 01 836 4343, extension 2403.

We look forward to meeting you.

Yours sincerely

Stephen Chandler

Stephen Chandler
Partner

PS: If you can't make it to The Savoy but would like to know more, please contact me in Leeds.

Simpson Curtis SOLICITORS

41 Park Square - Leeds LS1 2NS
Telephone (0532) 433433

NABARRO NATHANSON

SENIOR COMPANY LAWYERS

Nabarro Nathanson has the reputation of being the City firm outside the City. Our new premises in Stratton Street provide a working environment for our personnel envied by many. The move to new premises has contributed to an acceleration in our already rapid growth and we are therefore seeking Senior Lawyers to join our Company Department.

Successful candidates will be expected to handle a busy and varied work load ranging from new issues and public takeovers to private company acquisitions and joint ventures. Opportunities for specialisation will arise.

You must have good communication skills, encompassing the ability to deal with clients at a senior level and to supervise staff within your own team environment.

The position offers excellent prospects as well as a generous remuneration package. Successful candidates are unlikely to be earning less than £30,000 p.a.

There are also positions available for less experienced candidates who are ambitious to succeed in a major firm.

Please write with full c.v. to:-

N

Senior Partner, Nabarro Nathanson
50 Stratton Street, London W1X 5FL
Telephone: 01-493 9933.

Challenging opportunity for an ambitious highly motivated lawyer

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City circa £35,000 + bonus, car and mortgage subsidy

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We are seeking a qualified solicitor to join our busy Legal Department. We invite applications from candidates who are keen to develop their managerial and organisational skills, leading a small team of legal advisers. Experience is required in the preparation and analysis of Eurodollar documentation, within either a bank or a City firm active in this field.

Responsibilities will include negotiating and advising on documentation in support of merchant banking, asset management and asset trading activities, co-ordinating the activities of English and foreign independent legal counsel, preparing in-house documentation and giving general legal advice to management. Communication skills and commitment are important qualities.

A highly competitive salary is backed by generous benefits which include a performance related bonus, company car, mortgage subsidy and non-contributory pension.

The position offers considerable scope for personal achievement with our progressive and highly respected organisation.

Please telephone 01-606 9931 or written applications in strictest confidence to The Personnel Manager, Box No. J72, The times.

Challenging Commercial Role

£35,000

Our client, a medium sized practice in Central London, is looking for high calibre assistants with up to five years ppe to join its rapidly expanding Company/Commercial Department.

The practice has developed its own informal style of operating over the years and when recruiting the partners place great emphasis not only on high academic achievement and experience but also on personality and the ability to relate well to clients and colleagues alike.

Clients include UK public companies and major US multinationals as well as companies whose shares are dealt in on the USM. Because of the extensive client base the workload covers a broad spectrum and includes acquisitions and disposals, management buyouts, joint ventures, flotations, takeovers, syndicated loans and other banking transactions.

Should this be the area in which you would like to develop your career and would like to discuss the positions further please contact Claire Wiseman on 01-387 5400 (out of office hours 01-740 0289) or write to her at Legal Selection Services, Drayton House, Gordon Street, Bloomsbury, London WC1H 0AN.

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We'll need you to take responsibility for all aspects of our commercial conveyancing, from initial negotiation to successful completion as well as subsequent transactions that could arise from those properties, such as franchising and drafting leases for sub-letting. You'll also be expected to research, and update the department on relevant changes in the

law and provide legal advice on property related matters across the organisation.

At least 2-3 years experience in a similar role is essential to take advantage of this opportunity that carries a salary of £19,250 (inclusive of £1,250 London Weighting allowance) and company car. There is also the excellent benefits package you would expect from a major international company that includes Private and Company pension schemes, Group life assurance and relocation expenses if applicable.

For an application form telephone, The Personnel Department on 01-883 6400. McDonald's Hamburgers Limited, 11-59 High Road, East Finchley, London, N2 8AW.

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LITIGATION SOLICITOR

required by Kensington Solicitors. The applicant should have a sound knowledge of Landlord & Tenant work, including High Court and County Court proceedings and procedures for commercial claims. Excellent prospects. Salary around £20,000 dependent upon age and experience. Please 071-732 8414.

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PROPERTY LAWYER

A Solicitor is required to work with the Partner responsible for land buying and property development. The firm's clients range from small to national builders. The position would suit a newly qualified solicitor (but could include transfer of articles) wishing to deal with this type of work. Experience is not necessary (as training will be given) but a good basic knowledge of conveyancing and an inquiring mind are. The work will include most aspects of property work involving direct contact with clients at all levels and supervision of an existing team. We are developing this side of the practice and an excellent opportunity exists for someone with the ability to deal effectively with this type of work.

Salary negotiable.

Apply Peter Eales, Bragg and Partners, St Nicholas House, High Street, Bristol BS1 2AW or telephone: 0272 277499 for an informal discussion.

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is the house building division of the International Mowlem Construction Group.

A CONVEYANCING MANAGER

is required to administer plot sales on this fast-growing Company's many developments throughout the country and to report at management level on these and a variety of other ancillary conveyancing matters. This is an excellent opportunity for a Legal Executive or Licensed Conveyancer probably aged between 25-30 with good experience of domestic conveyancing and preferably some knowledge of the commercial aspects of estate development.

A good salary will be paid together with an attractive benefits package including a company car.

For an application form please write to or telephone:

Stephen Bentzen,
Company Solicitor,
John Mowlem Homes Limited,
Unit house,
33 London Road,
Reigate,
Surrey RH2 9HZ.
Telephone: 0737-247511

mm
A Mowlem Group Ltd

Barking and Dagenham is a busy outer London Borough, situated in an area of opportunity adjoining the river Thames, with Docklands to the west and the M25 to the east. We provide a wide spectrum of services to both residents and businesses and the Town Clerk's department provides the necessary legal and administrative support including conveyancing, litigation and advice.

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Salary within range £16,306 to £18,714 inclusive

Our new Principal Solicitor will be the leading advocate for the Council and responsible for the provision of a range of litigation services including prosecutions, social services cases and housing matters plus some advisory and Committee work.

You will manage the Barking Town Hall office (ideally situated within easy reach of local courts and railway communications) and lead a team of professional and support staff.

To achieve success in this challenging role you will need relevant aptitude and experience preferably in social services cases and/or civil litigation.

Apart from competitive salaries and an excellent working environment we provide generous holidays with additional leave at Bank Holidays; a 35 hour working week and interest free season ticket loan. Removal expenses may be payable.

If you would like to know more, call Patrick Huddie, Assistant Town Clerk (Legal) for an informal discussion on 01-582 4500 ext 2124.

For an application form and job description contact Carol Cooper on 01-582 4500 ext 2177 or write to the Town Clerk, Civic Centre, Dagenham, Essex RM10 7SA. Closing date 6th November 1987.

An Equal Opportunity Employer

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Zomba, the successful and rapidly growing group of music companies require a qualified solicitor (or barrister).

The ideal applicant would be in his/her late twenties with at least five years experience of commercial contracts ideally relevant to the music publishing/entertainment industry.

Reporting directly to the executive directors of the company this position offers outstanding career prospects with responsibilities in this newly-created post pertaining to Zomba's extensive music publishing activities. We offer an attractive remuneration package plus additional benefits appropriate to this important position.

To apply send a detailed CV and covering letter to:

Ms Lesley Ross
Zomba Music Publishers Limited
Zomba House
185-187 High Road
LONDON NW10 2SG

* All applications treated in absolute strictest confidence.

LOCUM - 6 MONTHS - START A.S.A.P

Experienced Legal Executive or solicitor required to carry out routine duties of barrister Legal Adviser (Barrister) in Property Management Company during maternity leave. Salary negotiable. Reply to ad with C.V. (stating required salary) to:

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74/75 Strand, London WC2N 2DL
(Mark envelope 'F&L' confidential)

01-481 4481

LEGAL APPOINTMENTS

01-481 4481

PERSONAL TAX PARTNER £ NEG
There is the definite prospect of early partnership with an eminent City practice for a solicitor of very high calibre and with an exuberant personality. He or she will be responsible for a stimulating caseload in personal tax advice and planning, acting for clients of substance. A highly attractive salary will be offered.

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We are instructed by a leading City firm to select and introduce a young, intelligent and lively solicitor to handle good quality residential conveyancing. An impressive financial package is available.

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A first rate opportunity exists for a solicitor, admitted up to five years, to join a medium-sized central London practice and undertake a caseload with an emphasis on trusts and probate together with some personal tax. The prospects are excellent.

CONSTRUCTION & COMPETITIVE
A substantial City practice wishes to recruit a solicitor at partner level for its building construction department to deal with a wide range of building and civil engineering work, both contentious and non-contentious. The position would suit someone already a salaried partner and close to equity.

FINANCIAL SERVICES £ NEG
There is an exciting opportunity for an ambitious young lawyer, with a sound academic background, to join an important new group in this major City firm to deal with financial services, unit trusts and insurance.

LITIGATION
A progressive central London firm is looking for a solicitor with around two years' POE to undertake varied and challenging commercial litigation. This is a new position resulting from expansion.

COMM CONVEYANCING & ATTRACTIVE
Two solicitors with between two and ten years relevant experience are urgently sought by a medium-sized central London practice to handle a burgeoning caseload of commercial conveyancing including development and funding.

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95 Aldwych, London WC2B 4JF. Tel: 01-242 1281
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By reason of continued expansion we are looking for Lawyers with high intellectual ability in the following Departments:

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COMPANY & COMMERCIAL**

We offer excellent remuneration.

Please reply in writing with full CV to David Travers,
35 Bow Street, Covent Garden, London, WC2E 7AU.

Acclimatise before you specialise! New Appointment - Newbury £ Excellent + Car + Prospects

Our Client, an established and progressive firm wish to appoint a young Solicitor or Barrister who would like to undertake a varied workload before deciding on their specialist area.

Offered is an excellent remuneration package and prospects of partnership. Candidates are asked to contact Joseph Carney in complete confidence either by telephone or in writing to the address set out below.

ABSOLUTE DISCRETION IS ASSURED.

LEGAL SELECTION

160 New Bond Street,
London W1Y 0HR
England
Telephone 01-493 8515
Fax 01-491 7459

**JAMES
DAVIS
& PARTNERS**

Assistant Legal Adviser

Petro-Chem Contracting

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Humphreys & Glasgow are one of the leading design and management contractors operating in this field in the UK. To help us enjoy continued success into the future we are seeking a solicitor or barrister to join our Legal and Commercial Department.

Responsibilities will include contract negotiation and drafting, administration to projects at all stages and will involve assisting in negotiations for project finance, risk assessment, liaison with financial institutions with ongoing commercial support. The post also involves an element of corporate work and there will be opportunities for travel within the UK and overseas.

The successful candidate will report to the Legal and Commercial Director, and is unlikely to be over the age of 35, preferably with experience in the contracting industry. Ambition, enthusiasm, analytical skills and the ability to communicate effectively at all levels are essential.

Applicants are requested to send a c.v. to:-



Peter Stoner, Recruitment Manager,
Humphreys & Glasgow Limited, Chertsey House,
253 Vauxhall Bridge Road, London SW1V 1HD.

ENGINEERING THE FUTURE

EMPLOYMENT LAW

A leading Central London firm with a strong international following, requires the services of a recently qualified lawyer to work in both contentious and non-contentious employment matters. If you are commercially orientated and have the strength of a litigator and the sharpness of an advocate then this is the job for you.

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An able, experienced and practically minded company lawyer of at least 3 years POE is needed to take on the responsibility of advising and undertaking a substantial caseload of corporate finance, venture capital and specialist commercial work. A first class employment package is on offer from this well known firm, situated close to the Temple.

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Has the Temple lost its allure and the Bar its charm? The hopes of a tenancy dashed? If it sounds like you and you have a Commercial or Chancery background come and discuss your future with us.

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In the sea-side town of Plymouth a thriving 2 partner practice requires an enthusiastic Litigator to help shoulder the ever-increasing caseload. There is also scope to expand the Commercial side of the practice. You may not have time for cream teas but the excellent rewards on offer will adequately compensate for this loss.

For further details of these and other vacancies both in London and the provinces, contact Anna Grubb or Carl Barry on 01-831-2288 (days) or 01-595-3729/01-250-0830 (evenings and weekends) or write with full C.V. to

Gabriel Duffy Consultancy

31 SOUTHAMPTON ROW · LONDON · WC1B 5HU

NABARRO NATHANSON

SENIOR COMPANY LAWYERS

Nabarro Nathanson has the reputation of being the City firm outside the City. Our new premises in Stratton Street provide a working environment for our personnel envied by many. The move to new premises has contributed to an acceleration in our already rapid growth and we are therefore seeking Senior Lawyers to join our Company Department.

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The position offers excellent prospects as well as a generous remuneration package. Successful candidates are unlikely to be earning less than £30,000 p.a.

There are also positions available for less experienced candidates who are ambitious to succeed in a major firm.

Please write with full c.v. to:-

John Hare FCIS
Partnership Secretary, Nabarro Nathanson,
50 Stratton Street, London W1X 5FL
Telephone: 01-493 9933.



PRIVATE CLIENT TAX LAWYER

The opportunity to head up the Private Client Department in one of the City's foremost law firms.

This new position, created by the firm's continued expansion, will appeal to a Tax Lawyer who has specialised in Private Client work for several years since qualifying and who is now looking for the opportunity to head up this function in a major City law firm with a fine reputation for its expertise and innovative style. The climate in the firm is unbureaucratic and highly team-orientated and great emphasis is placed on the provision of advice which is positive and practical. It is, therefore, essential that the person appointed possesses well-developed interpersonal and communications

skills and a creative approach to problem solving. An excellent salary and benefits package is offered together with early partnership prospects for someone with the ability to further increase the firm's stature. If you would like to be considered for this position, please write in confidence to:

John Sears and Associates,
Executive Recruitment Consultants,
2 Queen Anne's Gate Buildings,
Dartmouth Street, London SW1H 9BP
or telephone 01-222 7733 for a preliminary discussion.

**John Sears
and Associates**

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Solicitors and Barristers

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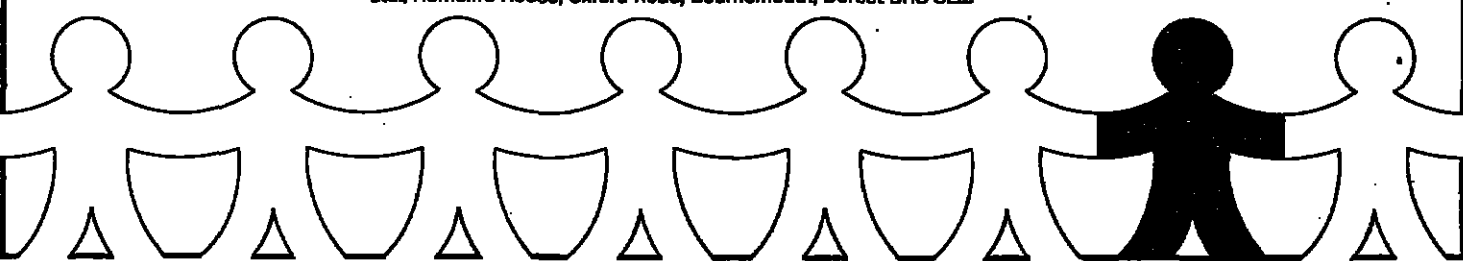
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LEGAL APPOINTMENTS

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Applications marked 'confidential' together with the names and address of two referees should reach me not later than Friday 23rd October 1987. Further information can be obtained from Jill Fitz Gibbon on 805204 ext 133.

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Employment Affairs Directorate**Head of Legal Policy**

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Norton, Rose, Botterell & Roche

Linda Pentz unveils the one-man show of new art style that is Ivan Lendl.

Old Stoneface cracks into a smile as he steps down from his plinth

A funny thing happened at the Transamerica tennis tournament in San Francisco. Ivan Lendl, the best player in the world, lost a match and laughed about it. Now aged 27, Lendl, undefeated since the Wimbledon final and with a 25-match winning streak, was beaten by an unseeded Swede, Peter Lundgren, 6-3, 4-6, 7-6 in the semi-finals of a tournament in which he was the overwhelming favourite.

"These things happen," he said. "I'll just get another day off. More time to play golf, Lendl's greatest passion, or to shoot pucks with his ice hockey pal, Wayne Gretzky. Or simply to stay at home with his steady American girl friend, Samantha Frankel."

A brand-new Lendl has been unveiled this year, although, according to the Czechoslovak, it all happened several years ago. "You guys are just noticing it now," he said. "Four years ago I could smile all I want and no one would write about it."

The three-time US Open champion has been described as dour, sour and stone-faced, compared to Count Dracula and called Darth Vader behind his back. But the new Lendl is relaxed and happy, describes his sense of humour as "sick", tells dirty jokes in the locker-room and is at one with his body and mind.

He has created a blissful domestic environment in the company of Frankel and seven Alsatian dogs, all of whom dwell in Lendl's self-styled American mansion in Greenwich, Connecticut. The place is decorated in an art nouveau style with original Alphonse Mucha posters, of which Lendl is a collector.

"Happiness is very important off the court," he said. "To be at ease with yourself, you have to be happy and enjoy life. You have to feel like your life is in place, that everything is going for you the way you would like it to go outside of tennis."

Happiness was worth the work and wait

Neither success nor happiness came early to Lendl, but it was worth the wait. "I had to work harder and wait for it and go through more disappointments first," he said. "By working hard and cherishing success more, I'm able to enjoy it more than the others. I can give steadier performances than Becker, or somebody like that."

The harmony shows in his face. Gone are the sunken eyes, which now twinkle wickedly whenever he throws in one of his double meanings. Finally at ease with the English language, he no longer answers questions with sour monosyllabic or wise retort.

"It was a question of time, of people getting to know me better," he explained. "My personal life has a lot to do with it. And if you're winning, it's always easier to enjoy it."

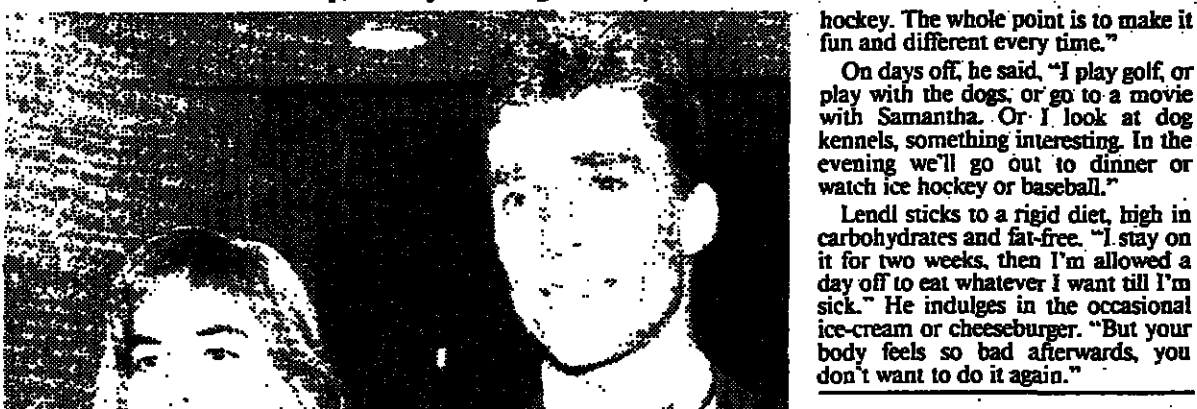
He still takes some hard knocks despite his affable performances in San Francisco. "A natural personality somewhere between diffident and blue steel at absolute zero" was how one writer dismissed him. "I guess it's fashionable to give Lendl a hard time," the Czech said with a grin.

An only child, he relishes the company of Frankel, who has brought warmth to the solitary player's life. "It's obviously very nice to have someone to share a relationship with," he said.

Lendl looks forward to the day when he will be referred to as American instead of Czechoslovak. He holds a green card and is lobbying



Having a ball on and off court: Lendl (above) shows the face that has launched a thousand quips and (below) the one that has found harmony, not only with his girl friend, Samantha Frankel, but also with the world



for citizenship. "Maybe it will come in five years or maybe tomorrow," he said. "If it was up to me it would be tomorrow."

To Lendl citizenship is more than an open door to the possibility of playing in the Davis Cup for the United States. "It's a chance to give back even more to the community and the country," he said. "I feel strange living here and enjoying it and not being an American."

About his "defection," he said: "It's not looked upon well at all in Czechoslovakia. I feel bad for the people out there because I feel I'm letting them down. But the system and the way I've been treated by the federation and the Government — I, had no choice."

Lendl still has not won an ally in John McEnroe, who said earlier in the year that having the Czechoslovak in the US team would be "very hard to swallow." Lendl said: "I think he dislikes me for lots of reasons. He just doesn't like anyone who gets in his way. I was always standing in his way and I never gave an inch to him and never will."

Unlike McEnroe, Lendl has been disciplined and dedicated in his training routines and derives enjoyment from both practice and matches. "It's mostly fun," he said. "I really enjoy moving on the court. It gives me a lot of pleasure."

Although not a slave to a monotonous training regimen, he must exercise 15 to 20 minutes each morning. "Otherwise I get headaches. I'm so used to it," he said. He has added variety to his routines. "I do it the fun way. I have many different routines. If I feel like jogging, I go jogging. If I feel like playing ice hockey, I play ice

Champion finale for Don't Forget Me

By Christopher Goulding

Don't Forget Me, winner of the Epsom Derby, will have his final race in Saturday's Dubai Champion Stakes at Newmarket.

The son of Ahonora will then be retired to take up stud duties at Coolmore in Ireland. The bay colt has been off the track since he finished fourth behind Miesque in the Prix du Jacques le Marois at Deauville in August. After the race he returned very stiff and lame.

The Newmarket straight course is ideal for Don't Forget Me, who is now back to his best after a good rest.

Richard Hannon, the colt's trainer, said yesterday: "He pleased me when he worked on Saturday despite the terrible weather."

"I expect him to run well and he should get the trip. He has held on to his coat well. Willie Carson will ride."

Champagne celebration for Cochrane's century

Champagne corks popped at Pontefract yesterday for Ray Cochrane, who reached 100 winners in a season for the first time when partnering Markstyle to a 16-1 victory in the EBF Whitely Graduation Stakes.

The 30-year-old Newmarket rider, in his first season as stable jockey to Luca Cumani at Newmarket, gave the clenched fist salute as he got up on the Northern-trained colt to beat Shoe Lane half a length.

Indian Queen was a similar distance away third with the favourite, Courmayeur, showing early speed but quickly dropping back to finish last of the 13 runners.

Hannon does not envisage any problems about the colt getting 10 furlongs for the first time. "If there is a good gallop, he can be held up, but if there is no pace we will go on and make it," his trainer added.

Yves Saint-Martin, who has been successful in the Champion Stakes on three occasions, has his last ride in England on Saint Andrews in the race.

Common Grounds, the French challenger for Friday's Dewhurst Stakes, will miss the race because of a declaration error. Connections had hoped to run the colt, but Weatherbys yesterday failed to receive confirmation that he was a runner.

Eight runners were left at the four-day stage. They are: Buddy, Channer, Reprimand, Salse, Savoureur, Warning, Western Gun, and Young Hal.

Zeleznic's Aintree challenge

Zeleznic, impressive winner of the Pardoles — the Czech equivalent of the Grand National — is likely to be in the line-up for the big steeplechase at Aintree next April.

The ten-year-old gelding, who set a new record time over the gruelling Pardoles course nine days ago, will arrive in Britain on Monday.

He will be trained at Welshpool by Robert Miles, whose job will be to get at least three runs into the horse by the end of January so that Zeleznic can be handicapped to run at Liverpool with a racing weight.

Essex, the last serious Grand National challenger from behind the Iron Curtain in 1986, had to carry automatic top weight of 12 stone.

Zeleznic was sent over to Britain last Spring and joined Sussex trainer Ben Wise with a view to running in this year's National, but was unable to take part because of passport irregularities.

Fighting treble for Cauthe

Steve Cauthe reduced the deficit against Pat Eddery in this season's strongly contested jockeys' championship with a fighting treble at Warwick yesterday.

The 27-year-old American partnered two winners for Henry Cecil, the newcomer Kallier and Loughing Moon, sandwiched with a victory for John Dunlop over Merit 7-1.

The treble brought Cauthe's tally to 176 successes — just two behind the champion — but Eddery replied with a victory on Spacemaker. Boy in the Whitehall, leading at Pontefract to go three ahead.

Results from yesterday's three meetings

Ayr

Going: soft (with heavy patches)

2.15 (5) 1. BURNHAM MELODY (G. Duffield, 7-1), 2. Darling Delight (K. Darby, 7-1), 3. Denby Express (J. Carroll, 5-2), 4.20 RAN: 5.50, 6.50, 7.50, 8.50, 9.50, 10.50, 11.50, 12.50, 13.50, 14.50, 15.50, 16.50, 17.50, 18.50, 19.50, 20.50, 21.50, 22.50, 23.50, 24.50, 25.50, 26.50, 27.50, 28.50, 29.50, 30.50, 31.50, 32.50, 33.50, 34.50, 35.50, 36.50, 37.50, 38.50, 39.50, 40.50, 41.50, 42.50, 43.50, 44.50, 45.50, 46.50, 47.50, 48.50, 49.50, 50.50, 51.50, 52.50, 53.50, 54.50, 55.50, 56.50, 57.50, 58.50, 59.50, 60.50, 61.50, 62.50, 63.50, 64.50, 65.50, 66.50, 67.50, 68.50, 69.50, 70.50, 71.50, 72.50, 73.50, 74.50, 75.50, 76.50, 77.50, 78.50, 79.50, 80.50, 81.50, 82.50, 83.50, 84.50, 85.50, 86.50, 87.50, 88.50, 89.50, 90.50, 91.50, 92.50, 93.50, 94.50, 95.50, 96.50, 97.50, 98.50, 99.50, 100.50, 101.50, 102.50, 103.50, 104.50, 105.50, 106.50, 107.50, 108.50, 109.50, 110.50, 111.50, 112.50, 113.50, 114.50, 115.50, 116.50, 117.50, 118.50, 119.50, 120.50, 121.50, 122.50, 123.50, 124.50, 125.50, 126.50, 127.50, 128.50, 129.50, 130.50, 131.50, 132.50, 133.50, 134.50, 135.50, 136.50, 137.50, 138.50, 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1012.50, 1013.50, 1014.50, 1015.50, 1016.50, 1017.50, 1018.50, 1019.50, 1020.50, 1021.50, 1022.50, 1023.50, 1024.50, 1025.50, 1026.50, 1027.50, 1028.50, 1029.50, 1030.50, 1031.50, 1032.

10

Top professionals allowed back into Olympic fold

By Jenny MacArthur

Britain's chances of winning the team gold medal for show jumping at next year's Olympic Games in Seoul were strengthened yesterday with the announcement that David Broome, Malcolm Pirah and Nick Skelton have all successfully applied to the Fédération Equestre Internationale (FEI), the sport's governing body, to revert from professional to competitor status. (The word "amateur" has been dropped — all non-professionals are to be known as "competitors".)

In ratifying this reclassification — greeted with delight by Ronnie Massarella, the British team manager, who can now pick his team from the best riders — the FEI

could be seen as making amends for one of its most controversial decisions. In 1972, Broome and Pirah were among 20 British riders forced to turn professional when Britain, on the advice of the Duke of Edinburgh, then President of the FEI, decided to set a good example by making a clear divide between professionals and amateurs.

The failure of other countries to follow suit resulted in Britain's top riders being barred from the Olympics while most of the top foreign ones were still eligible. Major Malcolm Wallace, the British Equestrian Federation's director general, said yesterday, when announcing the new changes, that Britain had been "conned".

Pirah, who could actually prove in 1972 that his main source of income came from his dry-cleaning business and not from riding, said, after hearing of his reclassification: "Although it's an amateur thing — winning an Olympic medal — it's the most professional thing you can do, and until now it has been denied me."

Pirah is hoping that Towerlands Anglezards will correct that record for him. The Irish gelding is 16 years old, but proved, at Wembley last week and at the European championships in August when winning the team gold medal, that he is as fit and agile as ever. Broome, who before turning professional won the individual Olympic bronze medal on Sunsalve, in

Rome in 1960, and again on Mister Softee, in Mexico in 1968, is hoping that his young horse, Lannegan, may be the one to fulfil his dream of gold. Broome will be 48 next year.

Skelton, a professional since 1982, has two possible Olympic contenders in Apollo and J Nick. As Massarella pointed out: "All these three riders are top class and capable of winning any competition in the world."

In making the application to the FEI for their reclassification, Wallace said that each case was taken on its own merits, but the main criterion was that any sponsorship money received by the riders must now come through the national federation, — as John and Michael Whitaker's has

always done — and not be paid straight to the riders.

Wallace stressed that these new contracts have to be watertight and able to withstand critical investigation, delegates from the Eastern bloc having already voiced their objections to the proposed reclassifications at last year's general assembly of the FEI.

With three other top professionals — Liz Edgar, Robert and Harvey Smith — among those also hoping to revert to competitor status, Massarella's excitement at the prospect of choosing next year's team is understandable. Even without the professionals, he guided Britain to a team silver medal at the Los Angeles Olympics in 1984.

END COLUMN

A nation takes to great indoors

By David Rhys Jones

When creatures go indoors for the winter it is to hibernate. Not so British bowlers, whose winter season is full of action — local leagues, county events and national competitions.

The average aficionado — and there are 70,000 affiliated members in England playing regularly, morning, afternoon and evening on green carpets in 217 indoor stadiums — has a full winter diary and knows in September when, where, on which rink and against whom he or she will be playing next April and every week until then. The game has to be organized meticulously so that everyone gets a fair share of the limited indoor rink space.

The leading players are even more comprehensively organized, with Liberty Trophy Inter-county and Met-Carthy and Stone inter-club championships and international trials taking up most weekends. Bowlers' gardens are a famous disgrace.

At the very top level the lure of big-money events offers extra motivation for aspiring champions throughout the land. The first of four major televised events — the Liverpool Victoria Superbowl — started yesterday with a record £12,500 first prize and a lot of hype. Sponsors, it seems, prefer the great indoors. This year there are more events and more sponsors, all offering bigger prizes than ever before.

Perhaps it is because, with a roof overhead, play can be guaranteed and the vital tele-

Inadequate facilities put a damper on England

From John Woodcock, Cricket Correspondent, Rawalpindi

Intent on getting play under way if at all possible, the umpires (Tony Crafter, of Australia, and R B Gupta, of India) waited until 1.30 here yesterday before deciding that the World Cup match between England and Pakistan would have to be postponed until today.

Even now there can be no certainty of cricket, the weather is so unsettled, the monsoon so "loopy-turvy".

Conditions were bad enough yesterday for it to have been wholly unreasonable to ask the teams to take the field, even for an abbreviated game. Parts of the outfield were inches deep in mud, and although the pitch itself is still dry, most of the rest of the square was slippery.

This is the first setback of the competition and the first time the facilities have been inadequate. Only Edgbaston's "brumbrellia" could have prevented the outfield becoming as wet as it was; but it was a pity, when so much enthusiasm and effort had gone into the preparation for this match, that some more tarpaulins had not been found to cover the whole square and the bowlers' run-up.

It is being said that the covers ordered from England

by Pakistan finished up in Bombay rather than in Karachi, but I would rather not vouch for that.

Obviously neither captain wanted to risk the chance of injury to his players yesterday, and unless the ground improves today they might rather settle for the two points each side would receive from an abandoned match. Apart from anything else, it would keep them ahead of the winners of today's other match in Group B between West Indies and Sri Lanka in Karachi.

The ground here in Rawalpindi is 100 years old and by the time of England's next tour it will be part of a major sporting complex unless the plan for that suffers the same fate as Surrey's Oval and wants for Government support.

The last really high-class innings I saw on a sticky wicket was played in Pindi by Dennis Amiss on the MCC tour of 1972-73. The pleasure it gave to the connoisseur, let alone to Amiss himself, made the case, albeit inadvertently, for uncovered pitches. Amiss's dexterity and ingenuity stamped him as very much more than a calculating accumulator.

Bomb injures 13 near ground

Peshawar (Reuters) — Thirteen people were wounded here yesterday when a bomb exploded only a few hundred yards from the ground where England will play their World Cup match against Sri Lanka on Saturday.

There was no immediate word on who set off the bomb but a right-wing student organization yesterday threatened to disrupt the match if authorities did not release its members under arrest. Commandos will be stationed at the ground on Saturday.

Call to move HQ to India

Lahore (Reuters) — The former Pakistan Cricket Board president, Abdul Hafeez Kardar, called yesterday for the game's headquarters to be moved from England to the sub-continent. He said the ideal place for the headquarters, presently at Lord's, would be in India, Pakistan or the United Arab Emirates.

Kardar said sponsorship was available in the area. "The cricket centre should be shifted to take maximum advantage of current mass support for the game," he said.



World Cup wash-out: the umpires (right) watch as assistants use a roller in a vain attempt to dry the saturated field at the Rawalpindi club

Macdonald back with a warning

By Martin Searby

Malcolm Macdonald returned to football management yesterday when he took over the reins at ailing Huddersfield Town, who are bottom of the second division and still seeking their first victory.

The former Fulham, Luton Town, Newcastle United and Arsenal goalscorer became a businessman and television pundit during his three years out of the game following a successful spell in charge of Fulham.

The opportunity came for Macdonald when the manager, Steve Smith resigned last week and negotiations were completed within hours of the chairman contacting the man who won 14 caps for England.

Macdonald said: "My first priority is to get the team playing, get results and get them quickly. It will fire the imagination of the fans to get our first win of the season and we can go on from there."

"I've told the players that I am an ambitious man and I want to go into the first division. They must make their minds up and decide whether they want that as well. If it needs to be, I shall make changes."

Roger Fielding, the Huddersfield chairman, said after the announcement of a three-year contract: "He brings a certain amount of glamour and is a big name in football. He applied for the job last January but it wasn't a case of saying 'No' to him then, but rather 'Yes' to Steve Smith, who had done such a good job for us as caretaker manager."

However, the new manager has no plans to appoint an assistant, saying: "The players will have enough on their plates coping with me." And Huddersfield is unlikely to have seen anything quite like Macdonald since their golden days of the 1920s.

Robson's 'worse half' back in the groove

By Stuart Jones, Football Correspondent

Glenn Hoddle could become the lone victim of the heaviest defeat of Bobby Robson's career as England's manager. Of the side beaten 3-1 in West Germany last month, his place in the line-up for tomorrow night's European Championship qualifying tie against Turkey at Wembley is the most uncertain.

The other changes to be announced today are either inevitable or enforced. No matter how well Mabbutt and Reid had coped in Düsseldorf, for instance, Butcher and Bryan Robson were sure to be brought back to fill their accustomed roles as long as they were available. They are.

Anderson and Waddle are not but Robson needed to look no further than an old combination with almost identical names and from the same club. Stevens and Steven, of Everton, are likely to

be responsible for the right flank.

Although Robson admits that "half of the team didn't play as well as expected" against the Germans, he feels that the individuals concerned have since regained their form with their respective clubs. "They have all been consistent," he said yesterday, "picked themselves up and are back in the old groove."

But Hoddle, whose contribution in Düsseldorf was so negligible that he was eventually replaced, has remained consistent only on the team sheet. His record of appearances over the last two years (he has missed only three of the last 22 internationals) is surpassed by no one except Sansom.

Inventive and talented though Hoddle may be, Robson, who watched him in Monaco last Wednesday, is

considering a more reliable, though less experienced, alternative. Webb, aged 24, the substitute a month ago and during the later stages of yesterday morning's training session, could be about to make his full debut.

His most recent performance at Wembley, for the Football League against the Rest of the World in August, convinced Robson that he was ready to be introduced to the international arena. Yet Webb was fortunate that, by the time he came on against West Germany, England were no longer befuddled and bemused.

Since Robson plans to retain a similarly adventurous formation, with Barnes and Steven piercing Turkey on either wing, he would prefer to strengthen the security of the partnership that will be left in charge of the wide expanse in midfield. Webb and Bryan Robson would appear to hold the solution to the problem.

Adams could not have endured a more horrendous first half than in Düsseldorf but he is expected to be given another opportunity to act as Butcher's assistant. That is if Arsenal's young central defender recovers from a sore ankle. He himself is adamant that he will.

Sansom, equally confident that his slight groin strain will not prevent him from collecting his 78th cap, missed training as well. The only other casualty was Hoddle. Near the end he limped off, suffering from a newly formed blister, and perhaps out of contention as well.

PROBABLE TEAM: P. Shilton; G. Stevenson, T. Butcher, A. Adams, K. Sansom, J. Stevens, B. Robson, M. Webb (or G. Hoddle), J. Barnes, G. Lineker. P. Beardsley.

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Scottish plans go awry

By Roddy Forsyth

As Andy Roxburgh yesterday assembled his pool for Scotland's European Championship match with Belgium, he was faced with the fact that domestic pressure has again confounded the national interest.

Roxburgh had intended using tomorrow night's game at Hampden Park as a further step in his attempt to establish a blend of players in time for next year's first World Cup qualifying "matches" but a lengthy series of call-offs from his original selection means that any chance of continuity from the previous outing, the match with Hungary last month, has virtually evaporated.

Black, of Metz, had withdrawn from the squad as early as last week and he was joined by numerous weekend casualties in Gough, of Rangers, Miller and Birt, of Aberdeen, Strachan, of Manchester United, and Nicol, of Liverpool.

As the survivors gathered for training at Hampden before departing for their headquarters at Glencoe, Roxburgh said that another player was injured and doubtful for the fixture. The national coach would not disclose the identity of this latest infirmity.

The most affected area of the team is the defence, where the central partnership of Miller and Gough, used against Hungary, has been ruled out along with the influential presence of the full back, Nicol, on whom Roxburgh places great store.

The absence of such vital players at least creates an opportunity for the young Celtic defender, Whyte, whose attraction for Roxburgh is that he is a quick left-sided player with a temperament that suggests he will not look out of place on his international debut.

PROBABLE TEAM: P. Shilton; G. Stevenson, T. Butcher, A. Adams, K. Sansom, J. Stevens, B. Robson, M. Webb (or G. Hoddle), J. Barnes, G. Lineker. P. Beardsley.

More football, page 47

'Yuppie' touts are making a killing

Ticket touts are cashing in on televised bowls and, like unscrupulous wheeler-dealers in the City, are using "yuppie" techniques to obtain them. Granada Television discovered that touts were using multiple applications to get three seats for Saturday's final of the ITV Superbowl.

They are selling them off at £25 a time and the price could double or treble by the weekend. "We were scrupulously fair in issuing tickets on a first-come, first-served basis," Paul Doherty, a Superbowl producer, said. "Some unscrupulous people are trying to make a killing out of a game that hasn't changed since the days of Sir Francis Drake."

vision coverage safeguarded. Perhaps it is because spectators can get closer to the action and because their approbation is amplified as it bounces back off the ceiling. Perhaps it is because conditions, more stable and predictable than outdoors, give the players a better chance to display their skills.

Tony Alcock, the world indoor champion, recently voiced an opinion many of his colleagues hold but are too careful to announce. He prefers indoor bowls, he said, a preference in no way prompted by his 21-5 defeat at Worthing in August against a relative novice in the English outdoor singles final.

"Conditions are stable indoors," he explains, "and conducive to touch play. Steve Davis and Joe Johnson wouldn't be too pleased if their playing surface was uneven and damp in patches and if the breeze carried the winning black away from the pocket."

"It might be argued that it takes a certain kind of skill to cope with living turf and our variable climate — but I certainly prefer bowling indoors and I think a lot of today's top players think the same."

Alcock won £21,500 out of the £163,000 total prize purse at the four main televised events on last year's indoor circuit. His friend and avuncular mentor, David Bryant, came second with a respectable £16,750.

Significantly, all the bowls sponsors fall into the highly respectable category, with only Embassy representing the more hedonistic side of life. Indoors, two insurance companies, CIS and Liverpool Victoria, and Midland Bank are the main investors while two building societies, Gateway and Bristol and West, are active indoors.

Gateway put £120,000 into bowls in 1987 while Bristol and West have pledged £300,000 over the next three years.

The clean image of bowls is no doubt attractive to these prestigious white-collar sponsors. Paradoxically, many bowlers fear that the injection of money into the game is in danger of tarnishing that image. But no truncat, avaricious player has let the side down with a display of temperament — yet.

Bowls is waiting for its first Higgins or McInnes.

Duncan Hepburn, page 47

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Partner dwarfs Bruno

Frank Bruno was dwarfed yesterday by his sparring partner, whom he described as "a freak".

"That's not meant to be rude, but he is here to do a job and cause me a few problems," Bruno said of Mike White, the American who is 7ft tall and 20st. White will help Bruno for his clash with Joe Bugner at White Hart Lane on October 24.

Terry Lawless, Bruno's manager, said: "A lot of men I wanted weren't available, but Mike fits the bill perfectly. He is well proportioned for a

fellow of his weight."

White, who has won 26 of his 32 bouts and helped Francesco Damiani prepare for his successful European title bout against Anders Eklund last Friday, said: "After sparring with Frank, I'm glad that Bugner is fighting and not me."

Hughroy Currie hopes to take another step towards regaining the British heavyweight title he lost to Horace Quarless at Bethnal Green on November 5 in a final eliminator.

Coaches in a tangle

Three Rugby League coaches were yesterday embroiled in a conflict (Keith Macklin writes). Graham Lowe, the Wigan coach, and Malcolm Reilly, the Great Britain coach, do not want to see six Wigan players in Lancashire's side against Papua New Guinea at St Helen's tomorrow night.

The Lancashire coach, Alex Murphy, insists on playing them. But Lowe says that the six are "mentally exhausted" and physically exhausted. Reilly wants fresh players in his squad for the World Cup match against Papua New Guinea a week on Saturday.

Murphy said: "I can't believe that young and fit lads can't play another game. Anyway, we Wigan bigger than the Rugby League?"

Rushton's post fury

Alan Rushton, the organizer of the Kellogg's Tour of Britain, was elected chairman of the Professional Cycling Association (PCA) at a stormy five-hour AGM in Wolverhampton yesterday.

Keith Auda, the former chairman, walked out and Stan Kite, the administrative director, refused to be re-nominated for the post. Suggestions yesterday were that PCA members may call a special general meeting to negate yesterday's actions.

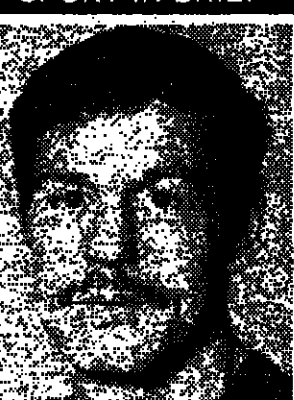
Oval secretary

Surrey have appointed David Seward, the Nottinghamshire marketing manager, as secretary to succeed Ian Scott-Brown, who retires because of his health.

Fresh image

Northamptonshire are to give the County ground pavilion a £125,000 to £150,000 refurbishment before next season.

SPORT IN BRIEF



Cowdell: better prepared

Bitter Cowdell

Pat Cowdell believes Najib Dabo should have been repaid for hitting him when he was down, but promised there would be no repeat of that first-round fiasco when he meets the British junior-lightweight champion at Aston Villa on October 26. In Birmingham yesterday Cowdell admitted that he still has bitter memories of the fight in Manchester 18 months ago when Dabo took the title from him with a first round knock-out.

Lindqvist out

Catarina Lindqvist, the Swedish No. 1, has withdrawn from next week's Brighton classic because of illness. She reached the final of the event last year, losing to Seffi Graf.

Doping ban

The Ireland Athletics Association has handed a two-year suspension to Paul Quirk, the shot put champion, for failing to take a drugs test at the national championship in July.

B52s promise

Troy Hunter, the Brighton B52s American Football wide receiver who turned down a contract with the Los Angeles Rams, has promised to make a decision soon whether he will join the club full-time after helping them beat the Australian national team 22-6. Hunter turned down a \$50,000 contract with the Los Angeles Rams during the NFL strike to appear for the B52s in the match against Australia.